Mobile BEAT

The DJ Magazine
January 1996

Special Reader Appreciation Issue

Big Music Section

HOLIDAY HITS – BEST OF '95
ANNUAL TOP 200 SURVEY

Crowd Pleasers

NEW YEAR'S PLAYLIST
NEW DANCES

New Gear

PIONEER'S DJM•500
RANE'S MP•22
THE MTX POWER SERIES
THE BEATKEEPER!

0 74470 82373 5 01

IT CHANGES ACOUSTICS.
IT CHANGES YOUR VOICE.
IT CHANGES CUTS.

IF IT HAD ANY MORE FEATURES, IT WOULD COME WITH A RECORD DEAL.

If you love understatement, feel free to call our KM-707 a mixer. But, if you're like most DJ's you'll quickly realize that "mixer" is only the beginning of what this baby does. Like change the key (not the pitch) of any source +/- 1 octave (12 steps in each direction) or, use it's digital processor to add everything from reverb to echo to surround sound to your mix. Of course you could also kick in it's voice reducer to give any cut a karaoke "feel". Combine that with a 3 mic/ 3 channel DJ mixer section (with full EQ, pan & level controls), 115v/230v operation and a full range of other high end features and you can see why when it comes to making the most out of your talent, the KM-707 represents a really big deal, in more ways than one.

gemini™
SOUND PRODUCTS WITH SOUND IDEAS

Corporate Offices: 1100 Milik St., Carteret, NJ 07008 • Tel 908-969-9000 • Fax 908-969-9090 • Florida Office: 2848 J Stirling Rd., Hollywood, FL 33020 • Tel 305-920-1400 • Fax 305-920-4105
Canadian Distributor: SF Marketing 6161 Cypihot, St. Laurent QC, Canada H4S1R3 • Tel 514 856-1919 • Fax 514 856-1920

PRICE BREAKTHROUGH!

NEW & IMPROVED!
The Super Power!

Fog Hog™

High Quality • High Output
Fog Machine
With 25' Wired Remote!

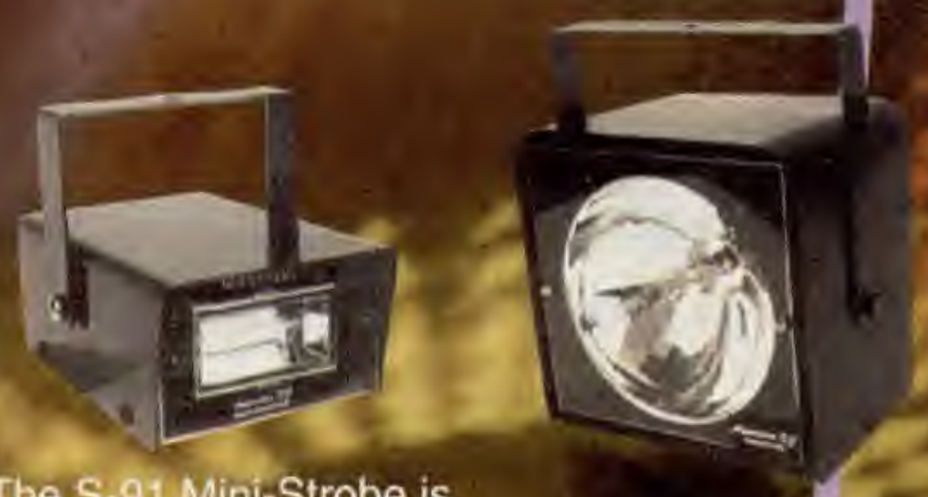
American DJ®

The all new **FOG HOG™** By *American DJ®* is a revolutionary machine for its *Low Price* and *High Volume* output! The **Fog Hog™** features a removable tank for easy filling, a 25' remote, and mounting bracket. The unit only weighs 10 LBS. and is great for CLUBS, BANDS, STAGE, ROLLER RINKS, AND MOBILE USE! MSRP $199

ONLY
$149
AT PARTICIPATING DEALERS.
(Dealer Price May Vary)

Massive Output! You'll Have to See it to Believe it!

Strobe Lights



The S-91 Mini-Strobe is perfect for small clubs & mobiles. It's ultra bright for the price! Features variable strobe speed. MSRP $44.95

$24*

The S-101A High Power Strobe features variable speed and you may slave up to 4 units together. An optional remote is available. MSRP $149.95

$87*

Black Lights

Black Light Party Bulb! 75/W, standard screw in base. MSRP $4.95 **$3***

2' BLACK LIGHT **$25***
INCLUDES TUBE & FIXTURE!
Black lights enhance any party or club. Comes assembled and ready to use. MSRP $39.95

Prices effective month of publication & through 30 days after.

* PRODUCTS AVAILABLE FROM PARTICIPATING AMERICAN DJ DEALERS. (DEALER PRICE MAY VARY)

For Your Nearest Authorized Dealer, A Free Color Catalog, & A FREE Collectors Pin
Call Today! 800-322-6337

Se Habla Español. Catálogo disponible en Español.

© 1995 American DJ Supply, Inc. Los Angeles, CA 90058

Inside:

Music News
The essentials for
the ultimate
holiday party:

"All I Want for Christmas"

"The Best of '95"

Page 30

"The Macarena"

Page 29

Have A Rockin' New Year's Party 24
Leading NY DJ shares his expertise.
by John Rozz

Building The Ultimate Light Show, Part II 58
"Higher Intelligence" - More motion, color, shapes!.
by Robert A. Lindquist

In the City Built on Rock "N" Roll 70
The secret behind the name, and success of the Marino Brothers.
by Mike Erb

Las Vegas DJ Show 73
More information on the hottest DJ show yet!

What's a reception without a little gunplay? 102
Nightmares & Historic Affairs

1996 Top 200 Ballot... page 45

PhotoFile/Who's on the cover.... 6
Macarena Dance 29
DMA review 39
Takin' the booth to the road 50
In Search Of... 70
Nightmare & Historic Affair ... 102

COLUMNS

P.S.W.C.D.T. 26
Remix Rave 39
Crowd Pleasers 46
Clubin' 48
Tech Talk- Q & A 52
Marketing 64
Sing-Along Essentials 84

DEPARTMENTS

Feedback 8
Juice 14
TNT 16
It's Hot 20

Scoops:

• Beatkeeper 42
• MTX Power Series Speakers . 54
• Nady Wireless Headphones .. 72
• Pioneer DJM-500 76
• Rane MP 22 77
• Sunfly CD+G 86

Advertisers Index 102
Cued Up 102

Mobile BEAT
The DJ Magazine

Mobile BEAT
The DJ Magazine

Published By
LA Communications, Inc.
P.O. Box 309
East Rochester, NY 14445
716-385-9920 • Fax: 716-385-3637

Robert A. Lindquist
Editor-In-Chief
Michael Buonaccorso
Publishing Director
Renee Lassial
Editorial Associate
Henry Collins
Technical Editor
Dennis Hampson
Canadian Editor
Michael Erb
Contributing Editor - ProFiles
Bob Glazier
Contributing Editor - Karaoke
Blaine Greenfield
Contributing Editor - Marketing
Jeff Marinelli
Steve Yarzinsky
Staff Artists
Stephanie Scott
Circulation

Contributors Issue #29
December/January '96
Fred Sebastian • Shawn Miller
Jay Maxwell • George Mohr
• John Rozz
Ron Burt • David Kreiner
"Hillbilly" Rick Meyer
Thomas Edison

Mobile Beat Magazine (ISSN 1058-0212) is published bi-monthly (six times per year) by LA Communications Inc., P.O. Box 309, East Rochester, NY 14445. Ground shipments to: 359 N. Washington St., Rochester, NY 14625. Second class postage paid at East Rochester, NY, and additional mailing locations.
Subscription rates - U.S and possessions: $19.95 for 1 year or $34.95 for 2 years. Canada: $24.95 per year. All other countries: $50 per year. Subscriptions outside the US must be paid in US currency.
Postmaster: Send address changes to Mobile Beat, P.O. Box 309, East Rochester, NY 14445.
Copyright © 1996 by LA Communications Inc. All rights reserved. Reproduction of copy, photography or artwork prohibited without permission of the publisher. All advertising material subject to publisher's approval.

It's a Wrap

Track One

Hard as it is to believe, it's time to tie a bow on another year. And we do so by saluting a few of our readers and the excellent work they do keeping parties hopping coast to coast, around the world and even on a few ships at sea.

It's beginning to look like 1996 could be a year of innovation for the industry. Clients are expecting more from a DJ than just sound and music; and DJs are responding by becoming more interactive with the guests. This includes introducing them to new dances such as the Macarena and Cotton Eyed Joe, spotlighted in this issue.

Equipment manufacturers are finding new ways to bend technology to meet the needs of DJs. In this issue, we tell you about a new device called the Beatkeeper and a new mixer from Pioneer that incorporates a beatcounter right into the design.

And then there's the music, and in this issue we've included lists of every song you would ever need in your mobile holiday music library, along with a little refresher course on how to handle your big New Year's Eve bash. There's also a complete rundown of the best of 1995, and a look back on the days of disco. And don't forget to fill your Top 200 survey and return it post haste!

By the way, if your photo didn't make on the cover this year, there's always next year... so as you head out to a full schedule of holiday events, take a few snaps, and send us the best! We'll be back in February with our annual Top 200 issue. Until then, may all your holiday events be filled with people who love to party! Enjoy the Christmas/Hanukkah season and have a great New Year!

Bob Lindquist

Editor-In-Chief

NOW PLAYING AT A PARTY NEAR YOU...

DJs in action... here are a few of the photos that almost made this year's annual Reader Appreciation photo cover. Thanks to all who responded, and to you who didn't... We'll be looking for your photo for next year's cover!

Scott Morgan
ABCDeeJays
Indianapolis, IN

Pat Harris
Sight & Sound
Las Vegas, NV

Jamie Flanagan
Patrick James Productions,
Royal Oak, MI

Mario
Pros Inc.
hatten, NY

Mike La Barca
Spectrum Sound
Rochester, NY

Jack Brice
Super Sounds DJ
Underhill, VT

From DJ World 95 in
Waterloo, Ont.
(l-r) Brenda Mc Bay, Mar
"Tiny" Cleamont, Bill,
& Heidi Harvey.

Luis Capri Dupree
Capri Blue Music
Flushing Meadow, NY

DJ Kenny B
Music Plus-N-Video
Colonia, NJ

DJ Anthony
Anthony's Mobile DJ
Service
Los Gatos, CA

Ken SanAgustin (left)
Erick Wong (right)
Music XTC
Tamuning, Guam

Todd Henry
Mr. Music
Selma, CA

Vicki Woods
Party Central
Orange, CA

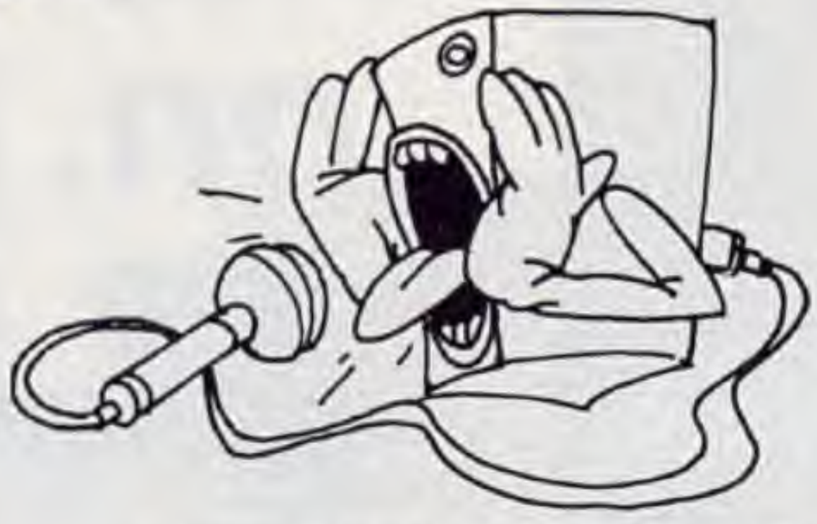
Who's on...

the cover?

Reading vertically, left to right:

1. DJ Mikel, Las Vegas, NV
2. Janice Frazier, New York, NY
3. Terry VunCannon, Asheboro, NC
4. Gary Byers, Bradenton, FL
5. Dee McNeely, Annandale, VA
6. George Medeiros, E. Falmouth, MA
7. Suzanne Steele, Tuscaloosa, AL
8. Kenny, Kevin Leslie, Coatesville, PA
9. Eric Mundy, Dayton, OH
10. Charlie Papillo, Lenny Yordan, Underhill, VT
11. Jerry Morgan, Sawyer, MI
12. Charlie Petrach, Racine, WI
13. Chris Haug, Greeley, CO
14. Dan and Julie Gribovicz, Maple Heights, OH
15. Eric Sands, Craig Donato, San Diego, CA
16. John Neufell, Bill Pease, Arlington, CA
17. Ty Wilson, Winter Springs, FL
18. George Munger, Mt. Clemens, MI
19. Dave Wuersig, Schaumburg, IL
20. Jay Maxwell, Charlotte, SC
21. Larry Williams, Carson City, NV

Feedback



Male chauvinist pigs

I am returning the cover from the July 1995 edition of *Mobile Beat* (issue #26) because I am unable to have this cover in my collection of *Mobile Beat* magazines. I do not want my clients to view this cover while thumbing through the magazines.

As a female DJ performing at events for 10 years, I find this cover distasteful, sexist, irrelevant to the article, and damaging to the image of the Mobile DJ industry as a whole. For years many DJs have been battling the poor image cast upon the industry and your magazine always seemed to want to clean-up that image. And now this cover! What were you thinking? Not all DJs "steal the show" and "steam" the groom! It is not sound business sense to "steam" a client. I believe alienating a customer would damage my business reputation and future referrals.

Why not put on the cover a cute female DJ holding the cash while the groom plants a kiss on her cheek with a "steamed" bride in the foreground? That image would be as effective as the one you portrayed in this cover. The graphics presented with the article would have been more appropriate, not only to the article content but also to the mobile DJ industry as well.

Your magazine is a needed tool for DJs nationwide. Please re-evaluate your graphics in the future, with your mission statement in mind and fulfill your magazine's purpose.

Cynthia Mac Leay, Harmonies Unlimited Mobile DJ, Sacramento, Calif.

I almost killed a client

It's true. One late night I was pulling out onto the road, heading home, and suddenly heard screeching tires. I just knew the side of my truck was creamed but, nothing happened! I stopped the truck and got out to look around and sure enough, some guy wiped out on his motorcycle. The guy picked up the bike and got it off the road. He told me he had no license to drive it and didn't want to report the accident. My insurance took care of the bike damages and he was lucky to just lose some skin. The twist is, when the guy came over to my place with the insurance estimate, I was working on my system. He said he just happened to be getting married the following year and wanted my to DJ it!

Dave Lundon, Sensory Overload, Marion, Iowa

DJs destroying our country dance clubs?

There are two prevalent types of DJs in the country dance venues: Rock 'n' roll and radio. The rock 'n' roll DJ does not have a clue on how to create a social dance atmosphere, they crank the volume way up, the music selection is of high energy, and it stays that way all evening, or 'till the place empties out. They try to create a rock 'n' roll "party hard" (get drunk) atmosphere. Social dancers are non-existent. If a DJ had to play three adrenaline pumping two-step songs in a row it's very likely there would be an empty dance floor.

Radio DJ. Like-wise, they do not have any idea of a country dance atmosphere. They know what is popular on the radio. They usually provide a request list. But, little do they know, that the requests come primarily 100 percent from the line dancers (fad dancers).

Neither of these types of DJs are able to dance, they have not learned any beat recognition. Their list of songs are usually less than a hundred. They play about 80 songs in five hours. And repeat almost the same ones every night. And when their clientele diminishes (not knowing why), the club gets a new DJ, and the whole process, or more accurately the cycle, repeats itself.

If the country clubs want to stay in business, they need to focus on a social dancing atmosphere and present a good image. They need DJs qualified and trained as a dance DJs. Their promotions must be used wisely. Line dances and lessons are the primary draw, but should not be done exclusively. The couple dances (two-step; waltz; swing; etc.) are the vehicle used to attract single people. We now have the best country dance music in the history of music. There are 2,000 plus songs for just two-stepping (the primary social dance). This will give the clubs long-term business.

The moral of the story is... most country clubs only tap into small percentages of the singles market: short-term fad dancers (line dancers). They didn't create any long-term dancers (social dancers) for longevity.

Dan Stafford, Salem, Oregon

HEY

IT'S COMMUNITY

I'm telling you, man, business is GOOD! Me and my Community's, we're working every week. Come on over here and listen to some REAL speakers. You ever hear vocals like that? That's Community. More Punch, More Power, More Bass! And these are SYSTEMS, designed to grow with your gig. Check it out!

Community

PROFESSIONAL LOUDSPEAKERS

333 East Fifth Street, Chester, PA, USA 19013-4511 Phone **610-876-3400** • Fax **610-874-0190**

Answers to dreaded questions

I enjoy reading every issue of *Mobile Beat Magazine* - Cover to Cover! Keep Up the Great Work! The magazine is a great reference tool that no DJ can live without!

I was especially amused of the "Top 10 list of questions party planners love to ask... and DJs hate to hear." I can definitely relate to some of those questions, and I would like to answer a few.

As far as playing the requests in the order that the party planner requested them, I ask the party planner what the DJ should do if the guests do not favorably respond (dance) to the music and I suggest to give the DJ a little lead way to feel for the crowd and then motivate them to have a great time! With respect to setting up on the balcony, let the party planner know that it is best to be closest to the dance floor so the guests can easily make requests and the party planner wouldn't have to go up and down the steps throughout the evening to make any special requests. When the client asks to match wedding colors, I let the client know that we wouldn't want the guests to think that she had someone in her wedding DJ'ing the party.

We also usually arrive one hour prior to our contracted start time. When the client asks us to arrive earlier than that, this is an opportunity for us to make overtime. We try to build an analogy that when people go to work early, and even if there is no actual work, they expect to get paid for it. Why should DJs have to make the exception here. If the client is hesitant on accepting this, we will usually compromise to half the overtime rate, called a waiting rate. Then when the client asks for the extra equipment, we usually advise the client that there is an additional setup fee and that the client will be responsible if there is any damage to the equipment caused by his or her musicians.

Finally, when the client wants to pay the entire amount at the end of the successful reception, we let the client know that a deposit is required to guarantee us showing up, and the balance can be paid at the conclusion of that evening. And if the client wants you to agree to all of these terms in writing before the interview, tell them you are already booked for that date! Remember, the best way to avoid all this is to ask them these questions so you can adjust the price to meet their needs while keeping a great attitude!

James Piccinich, Metropolitan Disc Jockeys, Fort Lee, N.J.

MD Kudos

Regarding your Mini Disc article: "MINI DISC Expanding it's horizons" in the July '95 issue. It's great to see such good words about this format. It continues to blow my mind how there are still lots of DJs unfamiliar with the format. I (and all other mobile jocks I know using MDs) feel they are the most important technological breakthrough since the CD format was introduced. I defy any mobile DJ to borrow one for a weekend and not fall in love with it! I've been using the format in my system (along with CDs) since Sony first introduced it. Now that the prices have come down considerably, do yourself a favor and buy two of them... TODAY!

Along with DJ work, we also do live sound reinforcement. We use the MDs for the recording of multiple speakers during a conference, recording them directly from our audio/live sound board and separating each one, giving them their own track. Later on we arrange or delete as needed. This makes distribution for audio duplication via CD or cassette much easier for the duplication house, and the sound? well, it's digital... what more can I say? We also use MDs for sound bites, special effects archiving, etc.

I must admit, I giggled for three days after I purchased my first MD recorder, thought I'd died and gone to heaven. On the fourth day, I put my DAT machine up for sale and was lucky to have lost only a couple of hundred bucks over the original purchase price. From that point on, I have been, along with my associates, a devoted MD man!

I'm not saying they're for every audio/DJ professional. Well, on second thought, I will say it, they ARE for everyone.

John J. Staba, Top Gunn Entertainment, Somewhere in Cyberspace

Mobile Beat welcomes your comments and opinions. Write: Mobile Beat, P.O. Box 309, East Rochester, NY 14445-0309
Fax 716•385•3637 or
E-mail: MobileBeat@AOL.COM

Test Drive an MTX COOL DEALERS

Arizona
DJ's Rock N' Roll . . . . . (602) 275-0654
California
Astro Sound & Lighting - Glendale . . . . (818) 549-9915
Kool Inc. - Salinas . . . . . (408) 424-4125
Music Power - San Diego . . . . . (619) 582-2500
Pro Sound & Stage - Orange County . . (714) 530-6760
Sam's Electronics - Downtown LA . . . (213) 626-4701
Colorado
Harms Sound Labs . . . . . (303) 482-0338
Connecticut
Connecticut DJ Supply . . . . . (203) 230-2449
Delaware
B&B Educational Music . . . . . (302) 697-2155
Florida
Disc Jockey Store - Ft. Lauderdale . . . (305) 564-3594
DJ Factory - Longwood . . . . . (407) 332-9003
In the Darc - Ft. Lauderdale . . . . . (305) 584-2091
Partytime Productions - Orlando . . . . . (407) 246-6555
Tech-tronics - Cape Coral . . . . . (813) 458-3049
Georgia
Seriously Sound Inc. . . . . (404) 986-0346
Four Seasons Music. . . . . (404) 808-8480
Illinois
Biasco Music - Chgo . . . . . (312) 286-5900
Bridgewater Custom - Harvey . . . . . (708) 596-0309
Century Electronics - West Dundee . . . (708) 428-0700
Clark Midwest Stereo - Chgo . . . . . (312) 929-5523
Loop Electronics - Chgo . . . . . (312) 236-0741
Pro-Mix - Des Plaines. . . . . (708) 298-8855
Soundz Audio & Lighting - Chgo . . . . (312) 871-9044
Super Dance - Arlington Heights . . . . (708) 577-1234
Windy City Music - Glenview . . . . . (708) 486-8000
Indiana
Speakerworld - Ft. Wayne . . . . . (219) 745-1016
Moore Music - Evansville . . . . . (812) 479-9595
Music House - Bloomington . . . . . (812) 332-3018
Iowa
Creative Entertainment . . . . . (712) 255-9757
Kansas
CDI - Wichita . . . . . (316)688-5059
Mid America Sound & Lighting . . . . . (316) 342-3345
Massachusetts
Electronics Bargains - Brockton . . . . . (508) 584-8255
Michigan
DJ Supply - Clarkston . . . . . (313) 673-0099
DJ Supply - Troy . . . . . (313) 689-3759
Entertainment Sound & Light. . . . . (517) 764-4456
Top Ten of Saginaw. . . . . (517) 781-7235
Minnesota
Metro Sound & Lighting . . . . . (612) 647-9342
Missouri
Alobars . . . . . (314) 647-5252
Seventh Heaven - Sedalia . . . . . (816) 826-4392
Seventh Heaven - Kansas City . . . . . (816) 361-9555
Troutman Music . . . . . (816) 232-6101
Nebraska
Midwest Sound & Lighting . . . . . (402) 399-8028
Nevada
Limelight DJ Supply . . . . . (702) 796-3477
New Jersey
Meg Radio . . . . . (201) 642-2840
Musically Yours - Rochelle Park . . . . . (201) 843-1606
Musicmakers - Wall . . . . . (908) 681-7469
Sam Ash Music Centers - Paramus . . . (201) 843-0119
Sam Ash Music Centers - Edison . . . . (908) 572-5595
Sam Ash Music Centers - Cherry Hil . . (609) 667-6696
Sim-O-Rama Sound . . . . . (201) 790-6772
New York
Abracadabra . . . . . (516) 667-2300
Audio Pro . . . . . (212) 354-1492
Audiotown . . . . . (718) 295-0180
Canal Hi Fi . . . . . (212) 925-6575
Central Audio . . . . . (718) 941-2483
Dyckman Electronics . . . . . (212) 304-2000
Hi Fi Electronics . . . . . (718) 478-7777
Proline Electronics - Brooklyn . . . . . (718) 260-8888
Rising Electronics . . . . . (718) 658-4686
Sam Ash Music Center - Manhattan . . (212) 719-2299
Upstairs Records . . . . . (718) 332-3322
374 Canal Audio . . . . . (212) 226-6426
North Carolina
Creative Acoustics . . . . . (919) 829-1875
Ohio
Sound Ideas . . . . . (614) 263-3720
Pennsylvania
For DJ's Only -Wilkes Barre . . . . . (717) 823-5233
Pat's Music - Philadelphia . . . . . (215) 743-2259
Sam D'amico Music - Philadelphia . . . . (215) 465-4000
Steel City DJ Supply - Pittsburgh . . . . (412) 882-8997
Texas
Spinmasters - Dallas . . . . . (214) 215-7746
Utah
Van Wagenen Music . . . . . (801) 373-0630
Virginia
Venus Stereo . . . . . (703) 685-5311
Washington
Mellody Music . . . . . (206) 946-3048
Wisconsin
Full Compass Systems . . . . . (608) 271-1100
Central & South American Export Agent
Tropical Music & Lighting . . . . . (305) 594-3909

The Hottest DJ Gear On The Planet

Every DJ is unique. MTX offers a variety of mixers for the differences among DJ's mixing styles. Battle (competition) jocks want to cut it up fast with a small board. Club DJ's care about lots of inputs and outputs. Remix artists need the power of digital sampling to create their own loops and stutters. Wedding and event DJ's need lightweight boards that never fail. With four pro quality audio mixers and four digital sampling mixers, MTX has the right mixer for the hottest DJ's on the planet. The experts agree -- Mobile Beat magazine proclaimed the MX600 mixer *"the cleanest sounding DJ sampler to date."*

Be sure to check out the **MTX** line-up of professional grade amplifiers, and the new Power Series Loudspeakers. The new Power speakers are "voiced" for recorded music -- just for DJ's.

Available at the finest Pro audio specialty retailers.

The Pointe at South Mountain • 4545 E. Baseline Rd. • Phoenix, AZ 85044 • 1 800 223-5266 • (602) 438-4545

MTX © 1995

Designed and Engineered in the USA

Finally, there is one source for all of your equipment, software and technical support needs!

DJ Network ©

DJ Network is owned and operated by Mobile and Night Club Disc Jockeys. DJ Network provides Professional Audio, Lighting, Karaoke and Video Equipment and Software to Disc Jockeys like you worldwide.

$1,000,000 GRAND OPENING BLOW-OUT

Because we are Disc Jockeys, we understand your needs...your questions...your budget. We have the answers you need. We know you need to save money. We know you need accurate advice and qualified help. We are here to help you.

SPECIALS THIS MONTH

Call now for special pricing on products from AB International, American DJ, Anvil, Atlas, Bag End, Biamp, Cerwin-Vega, Community, Crest, Crown, DAS, Denon, DK Karaoke, Ecler, Eclipse Laser, Electro-Voice, ETA, Furman, Gemini, Hosa, KLS, Lightcraft, Lineartech, Littlite, Martin, Meteor, MTX, Nady, Ness, NSI, Odyssey Cases, Panasonic, Phonic, Pioneer, QSC, Ramsa, Rane, Shure, Sonic, Soundtech, Stanton, Switchcraft, Technics, Telex, Tri-Lite, Ultimate Support, Vestax and much more! If we didn't list your favorite brand, it is only because we have limited space here.

ORDER NOW AND RECEIVE FREE FREIGHT!

For our grand opening, all packages of 75 lbs or less (excluding Software Only orders) will receive free UPS ground freight anywhere in the Continental USA! Orders outside the Continental US, will receive a freight credit.

TRUTH IN PRICING

The price we quote you is to your door. No hidden freight/handling charges!
No Credit Card surcharges!

AUDIO/KARAOKE MUSIC SERVICE

Now you can order all the Compact Discs, Karaoke CD+Gs and Laser Discs (including movie titles) you need, direct from DJ Network. Here's how it works: Place your order before 2:00pm Pacific Time on Tuesday. Receive your order anywhere in the USA by 5:00pm on Friday! Guaranteed (ask for guarantee details).

You will save money on every CD, CD+G and Laserdisc you order. CD prices start as low as $5.50. A $16.98 List Price CD is $12.99 or less. Minimum order amount is $50.00 for Software only orders. $5.00 covers freight and handling for any size software order!

EQUIPMENT FINANCING OPTIONS AVAILABLE

You can finance your equipment purchases in several different ways. You can use a major credit card! You can apply for a DJ Network Revolving Charge Account! You can lease equipment for your Restaurant, Night Club or Mobile DJ Business! In other words, if you have good credit, make money (and can prove it), and can fill-out a credit application in ink (no crayons please), you may be able to get your equipment now, and pay later!

ORDER TOLL-FREE!

MasterCard VISA

(800) 4DJ-NTWK

(800)435-6895

FAX orders (805) 631-4433

International inquiries call (805) 631-9562

DJ Network ©

2030 19th Street
Bakersfield, CA 93301

'96 COULD BE YEAR OF BIG CHANGE FOR DJs

By Robert A. Lindquist

It's showtime

We now have much more information available on "The Ultimate DJ Deal," sponsored by *Mobile Beat* in cooperation with the upcoming *Nightclub and Bar* show in Las Vegas. At this time, there are eight major seminars of special interest to DJs, along with an interesting variety of open discussions and symposiums. And because this is a *Nightclub and Bar* show, you can be sure it will not be all work. Well over one hundred companies will be representing businesses across the entertainment and hospitality spectrum. There will be plenty of parties and much to do, but you must pre-register. For more information, go straight to pages 73 and 74!

Back to Waterloo

One of the most enjoyable DJ conferences to date was the DJ World event held last spring in Waterloo, Ontario, Canada. Those who attended last year had nothing but rave reviews for the efforts of show promoter Jim Griffin and his staff. The mix of U.S. and Canadian DJs, equipment dealers and music suppliers made for a terrific weekend. And the fact that this event is designed to be a family event created an even more well-rounded event. If you missed it last year, make plans now for DJ World '96, set for April 4-6. For complete details, see the ad on page 102.

Moving forward on licensing

The CANAM group is an independent steering committee charged with pursuing the establishment of a DJ music license. The license would authorize professional Mobile DJs to copy, onto tape or other media, music that is presently protected from duplication by federal copyright law. DJs who use only legitimate original recordings, such as CDs purchased from a music store, would not need the license.

Dennis Hampson, one of the architects of a similar agreement for Canadian DJs, has been hired by CANAM to chair efforts in the United States. According to Hampson, "It's no secret that many DJs, in the course of doing business, need to make copies of material in their libraries. If they want to continue on doing it illegally, that is their choice. What we are trying to do is open the door so DJs who need to copy can do it legally and be a legitimate part of the record industry." Hampson says that during the next six months he will be approaching major record labels to explain the Canadian program and ascertain their interest. DJs who would like to support the CANAM licensing effort should write: The CANAM Group Inc., P.O. Box 223, Greenfield, Ind. 46140 or call (317)767-7660. The group is supported entirely by donations.

Continued on p. 14

GREAT BIG SOUND
COOL LITTLE BOXES

" Bag End Loudspeakers has rethought speaker system design and come up with a way to get tight-fisted, hard-thumpin' bass from a system designed for mobility...The bass was tough and tight everywhere...As we pushed the ELF system closer to the limits, it not only got louder, but crisper...Judging by the reaction on the dance floor, there was no doubt that the ELF system performed beyond our expectations."

Robert Lindquist - Editor
Mobile Beat Magazine

BAG END Loudspeakers
P.O. Box 488 Barrington, IL 60011
Phone 708 382 4550 Fax 708 382 4551
Internet info@bagend.com

Cassette tapes banned!

In a related matter, as concern grows throughout the music industry over continued use by DJs of pirated products, one organization has taken a stand to help combat it.

The National Disc Jockey Association (NDJA) which directs most of its energy to DJs of all kinds (mobile, radio, club, video, etc.) has announced that any disc jockeys who use cassette tapes as a primary music source for mobile work will be banned from the organization. "A true professional knows that you can't mix with cassette tapes," according to spokesperson Bryan Rohrbach. "The problem is that you have some individuals operating so-called DJ companies, and are subcontracting a lot of unqualified people."

"What many of these 'companies' are doing it buying a single copy of a CD, then duplicating onto cassette as many as 20 copies for their subcontractors to use on jobs," says Rohrbach. "Most of these operations are unlicensed (as booking agencies) and tarnish the reputation of professionals in our organization. I hope that other organizations within the industry follow our lead!" NDJA will be working with several licensed companies to institute similar guidelines on music videos for DJs performing video dance parties next month.

For additional information on NDJA, call (813) 868-5622 or (619) 531-0990.

Certified DJs

With the creation of more and more local, regional and national DJ associations, proper emphasis is now being placed on quality of performance, professionalism, business ethics and education. Yet even with these organizations setting their own standards and qualifications for membership, some say they are too lenient. On the other hand, if the qualifications are too strict, the group appears elitist. John Roberts, owner of the John Roberts DJ Training Center and Roving Records, believes that a DJ Certification program is the answer. His goal is to establish a team of higher echelon DJs that stand out in the industry as the best, and bestow merit to DJs who strive for professionalism in their business procedures, demeanor, equipment, musical selection and performance. Roberts says he is presently testing a pilot program in the Washington,D.C. area and response has been good. "In the long run," he says, "I want to see this as a way to get DJs who have paid their dues and reached a certain, higher level, work together for the overall betterment of the industry." For information on Certified DJs, call 301-843-9100, or fax 301-843-7284.

Focus is on chapters

Canadian DJ Association National President Larry Hampson has announced the formation of a new chapter in Hamilton, Ont. Chapter President Rob Savickis promises an energetic and enthusiastic campaign to kick off the chapter's first year. Savickis originally hails from the Central Ontario Chapter which is one of the CDJA's most celebrated chapters. He is joined by Steve Kovach as vice president, Jamie Bogart as membership secretary, Wayne Lawson as treasurer, and Patrick Walton as recording secretary. An Alberta chapter, based in Edmonton, is in the formulation stages.

To better assist chapters in developing their own regional program, the CDJA has formed the National Training Advisory Council (N.T.A.C.). With greater focus on the chapters, the council will help develop and evaluate topics, trainers, and training programs for professional DJs.

TV Tip

Finally, with the new TV season now in full swing, it's time to share our *Mobile Beat* pick of the new TV season and it looks like the winner is "The Drew Carey Show." Not only is the show funny and totally politically incorrect, it is also the first TV show to include a character who runs a part time mobile DJ service. It's also set in Cleveland; how can it lose? (Assuming it's still on by the time your read this...check local listings for time and station).

Online Update:

Each week, more and more DJs are becoming part of the action on the internet. If you are among the many spinners in cyberspace, check out these electronic DJ gathering places:

SERVICE	LOCATION/ADDRESS	SECTION/THREAD
USENET	alt.music.makers.dj	NEWSGROUP
USENET	alt.music.dance	NEWSGROUP
USENET	alt.rave	NEWSGROUP
USENET	alt.music.techno	NEWSGROUP
USENET	alt.music.karaoke	NEWSGROUP
USENET	alt.weddings	NEWSGROUP
CompuServe	MUSIC INDUSTRY FORUM	DJs/RADIO, TRAX Entertainment!
AMERICA ONLINE	MUSIC MESSAGE CENTER	Mobiles/Club Jocks/Equipment
TRAXnet	SCBBS.COM	DJs, PRODUCERS, ARTISTS
DANCENET	BBS: 410.235.5708	DJs, RECORD POOLS, LABELS
e*pro	BBS: 408.971.3776	DJs, RECORD POOLS, LABELS
LISTSERV	bpm-request@andrew.cmu.edu	BEATS PER MINUTE
LISTERV	buckmr@pri.edu	Billboard Top 10 Charts
America Online (Live Chat)	DJ Net (Wednesdays & Sundays, 10PM ET.)	People Connection (Private room)
E-Mail listings for this column to	MobileBeat @AOL.COM	Mobile Beat: The DJ Magazine

Three great ways to get on the fast track

One of the fastest ways to get on track is with the Trackmaster cartridge from Stanton. This high-performance cartridge is loaded with features: patented cantilever design for the ultimate in precise tracking and back-cueing performance; special fluorescent coating to illuminate the tracking path; integrated headshell design completely eliminates the need for cartridge mounting and wiring; special high-polished diamonds for longer groove life and lower diamond wear. Available in elliptical version for studio and club application or in spherical version for heavy back-cueing and scratch-mixing applications. Also available with one or two extra replacement styli.

"This Cartridge brings out the best in vinyl... while delivering a CD-rivaling sound"
Johnny Medley, DMA Magazine

The Stanton DJ Pro 500/MC is for the fast track DJ who must talk and mix at the same time. This lightweight headset contains a heavy-duty driver with extended bass performance and a low impedance mic with a swing-away arm. The hands-free operation is also great for studio and announcer use.

The Stanton DJ Pro 101 series headphones were designed with the professional DJ in mind. The special heavy-duty driver delivers extended bass performance that stands up to the most demanding applications. A long 12-foot coil cord allows greater freedom of movement. These headphones are individualized to allow the DJ preference in mounting features. The DJ Pro 101 is available as a single side headband (model # 101/HB), shoulder rest (model # 101/SR) or stick handle version (model # 101/STK). Choose the one that tracks best with your mix style.

stanton

The choice of the professionals™

101 Sunnyside Blvd., Plainview, NY 11803
(516) 349-0235 Fax: (516) 349-0230

Canada: Sounds Distribution
120 Finchdene Square #1, Scarborough, ON MIX 1A1
(416) 299-0665 Fax: (416) 299-4416

Tips N Topics for your small business

By Mike Buonaccorso

More Adventures in Cyberspace

Back in the February/March '95 issue, we told you about a DJ whose reputation was seriously put in jeopardy by a bride who decided to take it upon herself to use the internet as her personal soapbox to "dis" his DJ company. It invited competing DJ companies the opportunity to take potshots under the cloak of anonymity.

In a recent lawsuit filed in Chicago, a business is trying to force America Online to reveal the name of a subscriber so they can sue the person for libel. If the motion is successful, it could have serious implications for the millions of online users.

The real question legal and technology experts are wrestling with here is where to draw the line between what constitutes freedom of expression and committing an online crime of libel. Much of what is expressed online often goes beyond opinion, and if the writer chooses to make a statement claiming it to be factual information, if the motion is successful, individuals could then find themselves subject to a lawsuit.

TNT Top Tip

Slogan of the year: *Beware of bargains in bypass surgery, bungee jumping and music for your wedding reception.*

Manufacturers and their products frequently come up as topics of discussion in the DJ usergroups, and often in not too kind a light. Because of this, we'll keep on eye on any developments.

Speaking of being anonymous

The Telephone Consumer Protection Act of 1991 makes it unlawful for any person to use a computer or other electronic device to send any message via a telephone fax machine without proper identification from the sending party. To comply with this law, program your fax machine with the date, time, company name and fax number.

It's that time again

Don't miss these tax deductions:

From Thomas M. Bloch, president and CEO of H&R Block and son of Henry Bloch, the company's co-founder, and Home Office Computing Magazine, here are the five most frequently overlooked tax deductions.

1. Educational Expenses. These include tuition, books, supplies, seminar fees, if the education maintains or improves your skills in your present occupation. If you're self-employed, educational expenses are deductible on Schedule C; use Schedule A if you're an employee.

2. Expenses for volunteer work. Everyone knows you can deduct charitable contributions, but these also include out-of-pocket expenses related to volunteer services you perform for charity, such as purchasing and maintaining uniforms, buying supplies, and providing refreshments. You may also be able to deduct a portion of your travel expenses (12 cents per mile if you use your car, or actual automobile expenses).

3. Bad Debt. If someone owes you money, you can generally deduct it in the year which the debt becomes worthless. The loss must be based on your inability to collect the debt after having taken reasonable steps to do so.

4. Casualty Losses. If your equipment was damaged or destroyed due to some unforeseen event-accident, theft, fire, vandalism, or weather-related catastrophes, you may be entitled to deduct part of your loss.

5. Credit Card Fees and Finance Charges. This applies only to credit cards used for business. Fees and interest on personal credit cards are not deductible.

50 DJs nearly drown at sea

The recent annual MEGA DJ cruise met with near-disaster when the captain lost control of the ship and struck a bridge abutment. In the photo to the right, DJs John Rozz and Mark Klatskin react in horror after three of Mark's compact discs fell overboard. Cool heads prevailed, and the crowd returned to the dance floor to the beat of the Macarena.

the well-two-do

CD player & controller

You don't have to be well-off to own this top of the line dual well CD Player & Controller. Rich in features and sound it's got everything you need to rock the house down.

The CD50, GEM SOUND's DYNAMIC DUO - a double tray CD Player with independent A and B channel outputs, featuring "tag team" continuous play CD trays and awesome high-tech simplicity. It's CD Controller lets you cue, mark, fade, search, memory play, program and more. And with tempo controls, beat align buttons and variable speed faders you'll always have a smooth segue.

GEM SOUND® NEW YORK
THE POWER OF LIGHT AND SOUND.

CALL 718-292-5972 FOR MORE INFO OR A DEALER NEAR YOU.

JUST WHAT YOU'RE LOOKING FOR

MIXERS
AMPLIFIERS
SPEAKERS
WOOFERS

DIGITAL ECHO
EQUALIZERS
TURNTABLES
RACK POWER STRIPS

WIRELESS MICS
GOOSE NECK MICS
ROAD CASES
LAMPS
LIGHTING SYSTEMS
AND MORE.
CALL FOR
OUR FREE
CATALOG.

WE'RE THE HOTTEST NAME IN THE CLUB AND DJ BUSINESS.

600 EAST 156TH STREET
BRONX, NEW YORK 10455

It's Hot

New 8-channel light controller from American DJ

The SC-8FC is a complete 8-channel lighting control system featuring a low-voltage switching controller, 8-channel power pack, CC-2016 4-channel chase controller and control cables to link the two units. The controller offers chase control, momentary flash pushbuttons, all-on and black-out controls and on/off rocker switches for each channel. The 15-amp power pack has circuit breaker protection and eight grounded switched outlets. Ideal for mobile DJs. $391

American DJ Supply • 4295 Charter St. • Los Angeles, CA 90058
(800) 322-6337 Fax: (213) 582-2610

Budget-priced multi-track recorder from Fostex

Fostex's new XR-3 gives you the ability to lay down rough tracks and combine them with fresh tracks without complicated set up time and endless adjustments. Features switchable Dolby B, pitch control, built-in microphone and mixing controls with unique Auto Bounce function. Excellent for the aspiring DJ/producer. $419

Fostex Corp. • 15431 Blackburn Ave. • Norwalk, CA 90650
(310) 921-1112 Fax: (310) 802-1964

Dual work lights from Ac-cetera

The LUMIN-EZE LE-5D from Ac-cetera is a clamp-on light unit featuring two 12-volt light fixtures on flexible extension arms. Great for use with turntables, CD players and mobile DJ coffins, the LE-5D comes with power supply and adjustable locking clamp. The lamp heads also feature shades to direct light to the subject and away from view and prevent unwanted glare. $99.95

Ac-cetera, Inc. • 3120 Banksville Road • Pittsburgh, PA 15216
(800) 537-3491 Fax: (412) 344-0818

IT'S HERE!

Mobile
BEAT
The DJ Magazine
A world of great sound and lighting equipment at the palm of your hand
1996 Buyer's Guide
Pro Sound & Lighting Directory

All New 1996

Audio Lighting Hardware Accessories The Ultimate DJ Source Book!

The foundation you can build your business on...
but only if you have it! So...

GET IT NOW!

Send check or money order to:
Mobile Beat Magazine
PO Box 309
East Rochester, NY 14445
or call with Visa/Mastercard:
(716) 385-9920

The Buyer's Guide is $10 (US funds)

"SOMETHING TO TALK ABOUT"

Sherman Specialty will make the upcoming holidays **"SOMETHING TO TALK ABOUT."**
Our complete line of party goods, novelties, Magic in the Night ® glow products
and our exclusive party kits (pictured) will make any party the event of the season.

Customer Service Hours: 9 AM - 5 :30 PM EST
(800) 645-6513, Ext. 3025 or 3033 · FAX (516) 546-7496

SC: MB1195

RONDO MUSIC

1597 Rt. 22 West, Union, NJ 07083

Large selection of professional DJ equipment.

Mixers ★ Turntables ★ Cassette Decks ★ CD Players
PA Systems ★ Lighting ★ Special Effects ★ And more

Check our low prices before buying any musical equipment!

CD Cases:
For 84 CD's ***$54.18***
For 112 CD's ***$65.52***
For 168 CD's ***$85.68***

Album Cases:
For 100 12" ***$65.52***
For 200 12" ***$81.90***

Single turntable case
$66.78

Cymi Pin Spot $23.00
Century Speaker Stand $49.95
Shure SM-58 Microphone $105.00
Rondo Music Slip Mats $3.99/Pair
Gemini Gooseneck Lamp $16.00
Cymi 6-Light Helicoptor $149.00

To order call 1-800-845-1947 **In New Jersey Call 908-687-2250**

Call for a free catalog!

Shipping & handling: 5% of order total, minimum of $5.00. Offer subject to sales tax in NY & NJ.
Offer limited to continental US. Prices subject to change after 11/30/95.

New automated profile framing light fixture

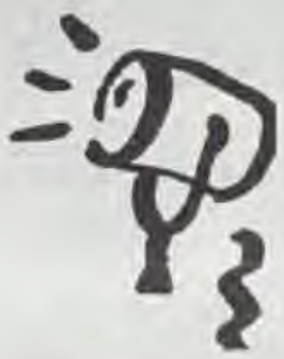
Martin has just introduced a fully automated light fixture utilizing a framing mechanism featuring a four-blade, eight-motor mechanism that provides unlimited and fine adjustment. The entire unit can swivel 20 degrees in either direction and supports full color mixing and uses four D-size gobos. Designed primarily for concert, theatrical and major club installations.

Tracoman • 3015 Greene Street • Hollywood, FL 33020
(305) 927-3005 Fax: (305) 929-6405

Air-injection fog system from CSL

The Twin Tornado from Colorado Sound N' Light uses a 3,160 rpm motor to turbo charge your fog machine's output. Blast your fog like never before. Includes two 25 ft. hoses. (Fogger not included) $339

Colorado Sound N' Light • 7301 N. Broadway • Denver, CO 80221
(303) 429-0418



HEY, YOU...WITH THE HEADPHONES...

Yeah, you...youre a DJ, right? So you need to play cool music, right?
Then youre gonna love this. Introducing Modern Tracks® CDs.
Finally, a monthly CD service that offers all the hits and late-breaking tracks that people are asking for. All on digitally mastered CDs!

The Alternative Choice features the best of the current Alternative/Modern Rock/Industrial available! And new this month... The Dance Floor Series...the perfect CD for the true club & mobile jock!

Subscribe today and well send you a new CD every month with hot new tracks and artists! Dont wait! Call (708) 531-9880 for more information.

CHECK OUT OUR HIP NEW SITE
http://home.navisoft.com/mtracks/index.htm
ON THE WORLD WIDE WEB AT:

MODERN TRACKS®

Now available...
THE DANCE FLOOR series!

Your Record Pool on CD.

BLACK DOG DESIGN CO., Chicago, IL (312) 409-3911

362SW Sonic Maximiser from BBE Sound Inc.

BBE Sound Inc., well known for its full line of signal processors, has recently introduced the 362SW Sonic Maximiser, an independent sub woofer control and variable low-pass filter. Provides sub frequency for use with a sub woofer cabinet and power amplifier using a passive or active crossover. Can be inserted between the crossover and equalizer to provide phase and amplitude compensation for greater clarity and punch.

BBE Sound, Inc. • 5381 Production Drive • Huntington Beach, CA 92649
(714) 897-6766 Fax: (714) 896-0736

PRICES EFFECTIVE THRU 1/31/96

AMPLIFIERS • RACKS & CASES • MIXERS
MICROPHONES • SAMPLERS • CD PLAYERS
TURNTABLES • LIGHTING • TRUSSING
CASES & RACKS • CARTRIDGES • SPEAKERS

Abracadabra
The DJ Pro Shop

DENON
SMX-2000 Digi-Scratch DJ Mixer
Call For Your Cost!

The Fog Hog
Produces 6,000 cubic feet per minute
NOW ONLY! 149.99

DN-2000F MKII Dual CD Player
Call For Your Cost!

DCT-84 CD Music Case
Holds 84 CDs. Removable top
NOW ONLY! $48

BD-1600 DJ Turntable
Excellent for scratching & back-cueing, includes cartridge.
SALE PRICED! 164.99

DJC-001 Compact DJ Road Case
56-3/4" w. x 17 1/4" d. x 7 1/8" h.
SALE PRICED! 129.99

"Vertigo" or "Avenger" Multi-Colored Light
YOUR CHOICE! 149.99

WS-550 DJ Portable Stand
SALE PRICED! 119.99

Overnight Shipping Via: UPS FedEx

DJ EQUIPMENT CATALOG

TO PLACE YOUR ORDER or for your FREE 44 Page Catalog:
1-800-355-SPIN
In NY 1-516-667-2300
Visit Our Showroom: 1153 Deer Park Ave., N. Babylon, NY

ABRACADABRA CREDIT CARD
Local Customers Apply Today!
No Payments or Interest ...90 Days!

LOW PRICE GUARANTEE SATISFACTION
Abracadabra WILL NOT BE BEAT!
We guarantee the lowest price, even 30 days after the sale!

5-4-3-2-1... Happy New Year!

By John Rozz

This coming December 31 will mark my 25th New Year's Eve party as an entertainer; 14 of the past New Year's have been as a DJ/Entertainer, the other 10 were as a front man in a soul band. So, to say the least, I think some of my formats work quite well.

For many of us New Year's is more than just a night out to play a dance, it's a total experience. It is a night where all your DJ'ing skills can be combined for high energy dancing through your choice selections of music, special lighting, effects, and contests. It is a night to bring out all of your lighting, old and new, and have a ball. Let's take a look at the evening.

Most New Year's Eve bashes hire a DJ to play from 7 p.m. until 2 a.m. I find that the early arrivals at the party are there just to socialize, have a cocktail and finger foods for the first two hours, so I keep my lighting off except for par cans (ambiance lights) and play music off what I call my "Quiet Storm" format. If you are familiar with radio in the large urban markets, you'll know just what I'm talking about. If not, the Quiet Storm format features sophisticated, romantic, and sometimes erotic ballads and R&B hits. The Quiet Storm music does not need to be ballads but it should be a good mixture: ballads, Jazz, R&B, and other easy-listening tunes. Any hits of the year that are not danceable should be played in this time slot. Also, a few Country and Contemporary Christian music selections will work quite well. I usually play all the great Quiet Storm hits of the year and as my assistant cues up the music I walk around and socialize with the guests. This way I can get a feel for their requests for the evening and also let them know a little about what will happen throughout the evening. It is also a great time to network and hand out a few business cards.

It's Showtime!

After the early part of the evening, it is time for TCB (taking care of business). Yes, this is one of the special nights for you to use all your great lights and effects to make this gig one of your most memorable. All the great hits of the past year along with the classics work just great. Another great portion of the gig can be your yearly Top 40 countdown. It does not have to be the Top 40, but the top 20, 15, or whatever works in your format for this evening. You can even juggle the music around so you can keep the BPM in a pattern.

Starting at 11 p.m., we start our hour-long countdown. Keeping the music pumping, we are in the last hour of the year and the excitement and energy of the people really come together on the dance floor. In the last five minutes I let them know we have five minutes left and I usually have something that is very techno and instrumental so I can do my own voice over for the countdown. And then 5 - 4 - 3 - 2 - 1 Happy New Year into "Auld Lang Syne." Then I play a few of the New Year's Eve classic songs for the next 15 minutes.

Remember New Year's Eve is a celebration of what the past year has brought and the beginning of what the next year will bring, so let the first hours of the New Year be memorable to your guests. Give them an all out high energy show to end the holidays and start off the New Year with an unforgettable party!

A Few New Year's Eve Classics

Auld Lang Syne	Guy Lombardo
Auld Lang Syne	Lord Inventor & the Caribbean Rhythm Band
Auld Lang Syne	Duke Ellington
Such A Night	Aaron Neville
Amazing Grace	Fats Domino
Happy Holiday	Shells
New Year's Resolution	Roy Milton
What Are You Doing New Year's Eve	Orioles
Happy New Year	Lightening Hopkins
Rockin' Auld Lang Syne	Rockin' Stockings
Ringing In A Brand New Year	Dominoes
God Bless America	Various
I'm Looking Over A Four Leaf Clover	Various
Oh Dem Golden Slippers	Various
New Year's Medley	Salsoul Orchestra

DJs around the world enthusiastically embraced the creative possibilities provided by Denon's DN-2000F Double CD Player. In fact, you made it the industry standard. Now, Denon has redefined the standard with the DN-2000F MkII.

The new "MkII" offers you all the great features of the original, like Cue-to-Music, Instant Start, Pitch Bend, and great Denon sound quality. But we've added terrific new features to help you work more efficiently and creatively, like wide-angle, Supertwist LCD displays that also show you pitch changes with 0.1% accuracy. In addition, we've added dual pitch ranges of ±8% *and* super-fine ±4%, to give you tight, precise control.

To minimize set-up time, the MkII lets you store programmable feature pre-sets in permanent memory. And we didn't forget the little things, like a power switch guard and a longer remote cable.

If you want to *set* the standard, you should *use* the standard.

Denon's *new* standard. The DN-2000F MkII.

Redefining The Standard.

DENON
The First Name in Digital Audio

Denon Electronics a division of Denon Corporation (USA), 222 New Road, Parsippany, NJ 07054 (201) 575-7810

HISTORY OF THE WORLD
THE DISCO VERSION

Play Something We Can Dance To!

By Jay Maxwell

Adolf Hitler is partly responsible for disco. Dancing to recorded music, especially American-style jazz, was prohibited in war torn France during the late 1930's and 1940's. It was during the German occupation of France that the jazz clubs went underground. A Parisian jazz club of this type became known as *la discotheque*.

Discotheque is a combination of two words which mean "a musical record" and "library." So a discotheque is really a music library which had its origin some sixty years ago in France. The French discotheques survived World War II. Fifteen years later in the United States, Chubby Checker's "The Twist" and the associated dance began a dance craze that had been unheard of since the Lindy and the Jitterbug dance craze several decades before.

In New York, the Peppermint Lounge became as close to a Paris discotheque that the United States had seen up until that time. Dance clubs seemed to flourish during the sixties all across the US. Bill Graham was one of the first to add a light show to a club. With the addition of a light show, the Fillmore West became one of the hottest clubs on the west coast. The dance clubs of the Sixties soon began to wither since prostitution and drug use seemed to become the rule instead of the exception at many of the major clubs. However, in the mid-Seventies the resurgence of dance oriented music had a revival. Clubs like Studio 54 brought about a world side excitement where the beat of the music was meant to do only one thing—make people dance. Initially, it was the gay subculture that kept disco alive, but then the movie *Saturday Night Fever* was released and changed everything. The soundtrack for this movie was strictly disco and became the biggest selling album (over 30 million worldwide) up until that time. The soundtrack held this record in sales until it was surpassed by Michael Jackson's *Thriller*. The movie and the soundtrack brought the music to the general public. People from America and Europe began dancing to the beat of disco.

Soon after *Saturday Night Fever* was a success, artists like Rod Stewart ("Do Ya Think I'm Sexy?") and the Rolling Stones ("Miss You") took on a disco beat for some of their songs to ride the wave of disco popularity. The "rock and roll" group that had the most success because of the disco movement were the brothers Gibb, the Bee Bees. Ten years before disco, the Bee Gees were topping the charts with soft vocal pop hits like "To Love Somebody" and "How Can You Mend A Broken Heart?" but hadn't had a hit in years until they changed their style and went with the disco beat. Several of their songs were featured in *Saturday Night Fever*. They even warrant one of the top slots in this article's Top 40 list.

Although disco rode the tide of popularity from 1977 until early in 1980, it never really died. Most music doesn't die, but instead gets transformed into another form. Disco was transformed into the music of the early 80's in the form of new wave and danceable rock-disco (Queen's "Another One Bites The Dust"). If we look at the music of the 1990's we see the disco influence in the sound of Madonna, Paula Abdul, Janet Jackson and many more. Today many of the disco songs are making a big comeback. There were recently remixed versions of "We Are Family" (Staple Singers) and "I Will Survive" (Gloria Gaynor) and remakes of "Funkytown" (Pseudo Echo) and "Turn The Beat Around" (Gloria Estefan).

How does all this affect today's mobile disc jockey? Disco is for dancing and dancers need a beat. Several of our own events recently have wanted nothing but "seventies disco." Although we would typically begin such an event with "pure" disco, we usually blend in a fair share of today's dance music. The result is an evening with the dance floor packed. As always with any event, make sure you sprinkle the right amount of ballads throughout the evening. Finally, take the advice of Wild Cherry... "Play that Funky Music."

THE BEST OF DISCO

Artist	Song Title
1. Village People	Y.M.C.A
2. Sister Sledge	We Are Family
3. Rick James	Super Freak
4. Bee Gees	Staying Alive
5. Chic	Le Freak
6. Commodores	Brick House
7. Donna Summer	Bad Girls
8. Lipps Inc.	Funkytown
9. Trammps	Disco Inferno
10. Chic	Good Times
11. Emotions	Best Of My Love
12. KC /Sunshine Band	That's The Way I Like It
13. Donna Summer	Hot Stuff
14. Van McCoy	The Hustle
15. Anita Ward	Ring My Bell
16. Amil Stewart	Knock On Wood
17. Gloria Gaynor	I Will Survive
18. Bee Gees	Night Fever
19. Donna Summer	Last Dance
20. Wild Cherry	Play That Funky Music
21. Vicki Sue Robinson	Turn The Beat Around
22. Village People	Macho Man
23. Kool & The Gang	Jungle Boogie
24. KC /Sunshine Band	I'm Your Boogie Man
25. Michael Jackson	Don't Stop Til You Get Enough
26. Donna Summer	Macarthur Park
27. Bee Gees	Tragedy
28. Taste Of Honey	Boogie Oogie Oogie
29. Cheryl Lynn	Got To Be Real
30. Chic	Dance, Dance, Dance
31. KC /Sunshine Band	Get Down Tonight
32. O'Jays	Love Train
33. Rose Royce	Car Wash
34. Jackson 5	Dancing Machine
35. EWF	September
36. Heatwave	Boogie Nights
37. KC /Sunshine Band	Shake Your Booty
38. Kool & The Gang	Ladies Night
39. Patrick Hernandez	Born To be Alive
40. Donna Summer	On The Radio

Slide slips – Macarena moves in!

Time to pull the plug on the Electric Slide? May be. The *Macarena* (Mack'-a-ree-na) is a hot new dance that can really power up your show. It's easy to learn, won't interrupt the flow, and involves mostly hand claps with a few hip shakes so just about anyone can do it.

The *Macarena* is done to the song by the same name. The most popular version is *The Bayside Boys Mix*, by Los Del Rio (RCA 64407), which is presently climbing Billboard's Hot 100 Singles chart. This version was first released in Mexico in 1993, and became a big hit with tourists on cruise ships. A second version, by Los Del Mar broke last spring in the clubs of Montreal and quickly made its way onto Canada's national dance and contemporary hit radio charts. Numerous other versions and mixes, including a version are available. Interestingly, this is again a case where the song itself has become a mainstream hit mostly due to the efforts of mobile and club DJs.

The steps

What's so special about *Macarena*? According to mobiles who have added it to their shows, it is hotter than Hot Hot Hot, Dollar Wine Dance or the Electric Slide. If you are using props and/or costumes, it will fit in even better.

Larry Sarlo, owner of Party Host Productions with over 20 years in the entertainment industry, says, "I have experimented with the dance for senior citizens, grammar school kids, weddings, birthdays, Mitzvahs, and clubs. The Spanish handclapping, latin beats and guitars are addictive! Even those who were reluctant in the beginning were soon up on the dance floor to learn the *Macarena* when they saw how easy it is and how much fun everyone was having. It's really a great dance. If you've ever been to the Caribbean, you'll know what I'm talking about."

Sarlo has put together a presentation for DJs who want to add *Macarena* to their shows. According to Sarlo, "We have the American version and it's awesome. A punchy bottom for added dance appeal and English words make it understandable." Purchase the song from Party Host and you'll receive a free narrative instruction of the dance with illustrations showing how the steps are taken. The illustrations feature the Party Host Caribbean Duck dancing each step just as you would dance them.

The American *Macarena* is available on a CD single from Party Host Productions. Call (609)782-8965. Price is $8.95 each or purchase 5 at $7.95 each + s & h, so you can begin the sensational dance at your next show.

UNEQUALLED PORTABILITY!

Meta-Lite® System 8500

"THE TOP PERFORMER IN PORTABLE LIGHTING"

*UNDER 22 LBS
*2 MIN SETUP TIME
*BUILT-IN, 1024 STEP SHOW
*256 PATTERNS, (NOT 16)
*AUDIO SYNC'D
*8 CHANNEL (NOT 4)
*INCLUDES 'ENHANCED MODE' FOR STROBE-LIKE ACTION
*TO ORDER, OR FOR MORE INFORMATION, CALL

1-800-852-0037

ASK ABOUT OUR DEMO VIDEO

Cantek Metatron Corp.
19 W. Water St. Canonsburg, PA 15317

Y.M.C.A.

PINTO NOVELTY CO.

Wholesale Distributor Specializing in All Your Basic Party Good Give-Aways

Take Advantage of Our New
Y. M.C. A. PARTY PACKAGE
27 Hats for only $29.99

- 3 Indian Headdresses
- 4 Straw Cowboy Hats
- 4 Police Hats
- 4 Sailor Hats
- 6 Construction Hats
- 6 Firemen Hats

Holiday Special!
Santa Hats $15 a dozen
Hats, Horns, Noise Makers & Party Packs for New Year's Eve Available!

CALL AND INQUIRE ABOUT OUR PERSONALIZED PARTY PACK SERVICE!

718-252-2588, Fax 718-252-2891
Open Mon. - Fri., 10 a.m. - 7p.m., Sat. 10 a.m. - 2 p.m.
24 hour answering service available!

It Pays to Call Pinto Novelty!
1-800-854-8490

ALL I WANT FOR CHRISTMAS ARE SOME DIFFERENT CHRISTMAS SONGS!

Music News

By Fred Sebastian

Most Christmas music is about as exciting as being stuck in an elevator with the same loop of music playing over and over. Which reminds me: "The Best Of Elevator Music" is now out on CD, but that's another story. If you think Christmas music is the same old songs, then you must have a Ho-Ho-hole in your CD collection. There are many outstanding various artist Christmas albums with great productions and versions of the classics, as well as refreshingly original songs that will spice up your seasonal gatherings.

Most of the CDs listed here offer songs that go beyond traditional arrangements to more creative sounds of pop, rock, dance, alternative, hip-hop, and more, without losing that Christmas flavor. Despite the varied styles, the songs on these CDs are unmistakingly seasonal, often upbeat and danceable, and several of the CDs also include traditional classics. Inevitably, each Christmas season offers late breaking new releases that may not have reached me by press time. With these CDs, you can be sure this Christmas season will not sound like the same old songs. Let the merriment begin!

"Christmas Wishes"

Here's a great compilation highlighted by several excellent original tunes and a few classics. The styles are diverse, though mostly top 40. Here are some of the gems on this 19-track CD: *Do They Know It's Christmas* - Band Aid, (The best version ever of) *Please Come Home For Christmas* - Eagles, *Thank God It's Christmas* - Queen, *I Believe In Father Christmas* - Greg Lake, *I Wish It Could Be Christmas Everyday* - Roy Wood, *Step Into Christmas* - Elton John, *Christmas Time Is Here* - Ray Parker Jr., *Pretty Paper* - Roy Orbison, and others by Mud, Bing Crosby, Chris Deburgh, Boney M, Shakin Stevens, The Beach Boys, and more.

"100% Christmas"

If you had to pick only two CDs to use at a seasonal party, this set could be all you need. Disc one is comprised almost entirely of original pop/rock greats or original renditions. Disc two is made up of traditional classics. With 40 tracks this set should have something for everyone. Disc one includes excellent tracks such as: *Merry Xmas Everybody* - Slade, *Last Christmas* - Wham, *I Believe In Father Christmas* - Greg Lake, *Soul Christmas* - Graham Parker & Nona Hendryx, *Another Rock 'N Roll Christmas* - Gary Glitter, *Christmas Day* - Squeeze, *Santa Claus Is Coming To Town* - Bjorn Again, and more. Disc two includes: *When A Child Is Born* - Johnny Mathis, *Peace On Earth/Little Drummer Boy* - Bing Crosby

Fred's Picks

The following artists' albums are all must-haves for any serious Christmas collection. They've been selected for outstanding production and uniquely stylish renditions of familiar favorites and/or original songs. All are available on full-length CDs.

James Brown - *Santa's Got A Brand New Bag*
The Chipmunks - All Albums
Elmo & Patsy - *Grandma Got Run Over By A Reindeer*
Pat Godwin - *Reindeer Games*
Kenny G - *Miracles / The Holiday Album*
Bob Rivers Comedy Corps - *Twisted Christmas*
Bob Rivers Comedy Corps - *I Am Santa Claus*
The Stylistics - *Christmas*
Alan Jackson - *Honky Tonk Christmas*
Glenn Medieros - *Christmas Album*
Michael Martin Murphy - *Cowboy Christmas*
Elvis Presley - *Complete Christmas*
Mariah Carey - *Merry Christmas*
Phil Spector - *Christmas Gift For You*
Randy Travis - *An Old Time Christmas*
Stevie Wonder - *Someday At Christmas*
David Benoit - *Christmastime*
The Tractors - *Have Yourself A Tractors Christmas*

40 100% CHRISTMAS CRACKERS
100% CHRISTMAS
featuring • SLADE • CHRIS DE BURGH • WHAM!
DAVID ESSEX • ELTON JOHN • GARY GLITTER
BAND AID • HARRY BELAFONTE • DORIS DAY
BING CROSBY • JOHNNY MATHIS
MICHAEL CRAWFORD
and many more...
YO! HO! HO!
2 CD SET

& David Bowie, *The Christmas Song (Chestnuts Roasting)* - Mel Torme, *Hark The Herald Angels Sing* - St. Paul's Cathedral Choir, *Winter Wonderland* - Andrew Sisters, and more by Andy Williams, Doris Day, Perry Como, Harry Belafonte, Brenda Lee, and others. This CD is very danceable.

"It's Christmas"

If your desire is for original rockin' Christmas hits like those mentioned in the prior two titles then "It's Christmas" is the way to go. Featured tracks include the original *Happy Christmas (War Is Over)* by John Lennon (not available on any other compilation), *Wonderful Christmastime* by Paul McCartney, and the tracks previously mentioned by Wham, Slade, Gary Glitter, Band Aid, Queen, Elton John, and the top Christmas hits of Brenda Lee, Beach Boys, Shakin' Stevens, and more. Twenty-one very danceable tracks in all.

"A Very Special Christmas Vols. 1 & 2" are among the biggest selling and best Christmas albums of recent years. Both volumes include all major top 40 artists performing original tunes and classics in various stylish versions and

The Edge of Christmas

Oglio Records has again managed to fill a sock with cool Christmas treats from the rarities bin. The Edge of Christmas (Oglio 81585-2) includes the 1984 harmonic ballad from Queen, *Thank God It's Christmas*, Kate Bush's haunting 1986 version of *December Will Be Magic Again* and *Winter Wonderland* done by The Cocteau Twins in a style as sweet as rum sauce. On the upbeat side is a version funk/punk rendition of *Rudolph the Red-Nosed Reindeer* by the Smithereens and Dave Edmunds Rockabilly hit from 1982, *Run, Run, Rudolph*. As a bonus, Oglio has again included (it was also on last year's The Coolest Christmas) that classiest of recent Christmas classics Peace on Earth/Little Drummer Boy as sung by David Bowie and Bing Crosby on Bing's 1977 Christmas special.

Other cuts on The Edge of Christmas include:

2000 Miles	The Pretenders
Christmas Is Coming	The Payolas
Fairytale Of New York	The Pogues
Merry Christmas (I don't want to fight)	The Ramones
Christmas Wrapping	The Waitresses

Also check out- The Coolest Christmas (1994- OGL81570-2)

Happy Christmas (War Is Over)	The Alarm
Pretty Paper	Roy Orbison
Jingle Bells (Buala Bas)	The Clancy Brothers
Sleigh Ride	The Ventures
Rock & Roll Christmas	George Thorogood & Destroyers
Santa Baby	Eartha Kitt
Rockin' Around The Christmas Tree	Brenda Lee
Little Saint Nick	The Beach Boys
Frosty The Snowman	Cocteau Twins
Christmas Everyday	The Temptations
Let It Snow, Let It Snow, Let It Snow	Dean Martin
Grandma Got Run Over By A Reindeer	Elmo & Patsy
Auld Lang Syne	Guy Lombardo
Peace On Earth/Little Drummer Boy	David Bowie & Bing Crosby

PROMO ONLY®

All The Best New Music On One CD Each Month

IF YOU NEED THE HITS, YOU NEED A PROMO ONLY CD.

Subscribing to Promo Only series makes you part of the elite group of music professionals that get the music **before** everyone else, and then make the hits. Every major radio station across the U.S. gets Promo Only each month.....**shouldn't you?**

URBAN SERIES
RADIO VERSIONS OF CUTS FROM NATIONAL R&B/RAP CHARTS.
•R&B
•SLOW JAMS
•REGGAE
•RAP
•"CLEAN" RADIO EDITS

NEW
COUNTRY SERIES
THE TOP RELEASES OF THE NATIONAL COUNTRY CHARTS.
•RADIO EDITS
•DANCE MIXES
•BALLADS
•HOT NEW COUNTRY

CLUB SERIES
THE BEST 12" MIXES OF THE HOTTEST NEW CLUB SONGS.
•HOUSE
•TECHNO
•RAVE
•UNDERGROUND
•UNRELEASED DANCE MIXES

RADIO SERIES
THE NEW RELEASES OF CHR HITS FOR THE TOP 40 DJ.
•BALLADS
•ALTERNATIVE
•HIP HOP
•DANCE
•ROCK
•EXCLUSIVE RADIO EDITS

SUBSCRIPTIONS AVAILABLE FOR QUALIFIED PROFESSIONAL DJ'S ONLY!
PROMO ONLY CD'S • 231 LIVE OAK BLVD. • CASSELBERRY, FL 32707 • TEL (407) 331-3600 • FAX (407) 331-6400

Need some extra Christmas cash?? Here is Steve Propes' list of the 15 Most Valuable Christmas 45s and the 5 Most Valuable Christmas LPs as taken from The New Book Of Rocklists by Dave Marsh and James Bernard (© 1994 Fireside).

45s

1 "Hey Santa Claus," The Moonglows, 1954 (red vinyl 45 is a bootleg) - $800
2 "It's Christmas Time," The Five Keys, 1951 - $750
3 "Blue Christmas," Elvis Presley, 1957 - $750 (RCA Victor 0808 promo 45 only, RCA Victor 0720, the 1964 reissue with picture sleeve, valued at $50)
4 "Lonely Christmas," The Orioles, 1950 - $500 (Jubilee 5017 on 45 only, Jubilee 5001 from 1949 issued only on 78 rpm)
5 "Rock N Rollin Santa Claus," The Hepsters, 1955 - $400
6 " Love for Christmas," The Ebonaires, 1955 - $300
7 "The Beatles Christmas Records," 1963 - $250 (U.K. only release on flexi-disc)
8 "Cool Cool Christmas," The Sabres, 1955 - $200
9 "Season's Greetings from The Beatles," 1964 - $200 (sound card-paper; released in United Kingdom as "Another Beatles Christmas Record")
10 "Let Christmas Ring," The Coolbreesers, 1958 - $150
11 "The Beatles Third Christmas Record," 1965 - $125 (released by Beatles USA Limited Fan Club)
12 "Everywhere It's Christmas," The Beatles, 1966 - $125 (vinyl-coated postcard)
13 "Christmastime (Is Here Again)," The Beatles, 1967 - $125
14 "Santa Claus Boogie," The Voices, 1955 - $80
15 "Beatles 1968 Christmas Record," 1968 (7-inch flexi-disc) - $80

LPs

1 *Elvis Presley Christmas Album*, 1957 (original pressing only) - $500
2 *The Beatles Christmas Album*, 1970 - $100
3 *A Christmas Gift to You from Phil Spector*, 1963 - $80 (original Phillies pressing only)
4 *'Twas the Night Before Christmas*," Huey "Piano" Smith, 1962 - $75
5 *Charles Brown Sings Christmas Songs*, 1961 (original King issue #775 only) - $50

all are danceable.

"Happy Holidays" is a great assortment of mostly classics in a variety of styles. It includes Jose Feliciano's (live but useable version of) *Feliz Navidad*, Paul McCartney & Wings' *Wonderful Christmastime*, an excellent version of *What Child Is This?*, by Tanya Tucker, *I Saw Mommy Kissing Santa Claus*, by Frankie Valli & The Four Seasons, *Jingle Bell Rock* by Bill Haley & The Comets, and others by Randy Travis, Nat King Cole, Anne Murray, Tony Bennett, The Beach Boys, and more.

"Yuletunes"

Refreshing! This CD of all original tunes should please a wider audience than you might expect from these lesser known alternative/pop/rock artists. Several outstanding dance tracks make this CD well worth buying. Artists include Mathew Sweet, Marti Jones & Don Dixon, Material Issue, Spongetones, The Puddles, and others. Definitely not the same old songs!.

"One Hour of Christmas" is a remixed version of the all-time great classic *Salsoul Jollies* by Vince Montana. A favorite of the dance scene, this is Christmas music and medleys done with classic disco flavor.

"Rockin' Christmas" is a two-CD set that includes most of the best oldies Christmas songs you'd want. A mix of classics and originals, it includes: *Run Rudolph Run* - Chuck Berry, *Little Saint Nick* - Beach Boys, *Rockin' Around The Christmas Tree* - Brenda Lee, *I Want Elvis For Christmas* - Eddie Cochran & Holly Twins, *Sleigh Ride* - The Ventures,

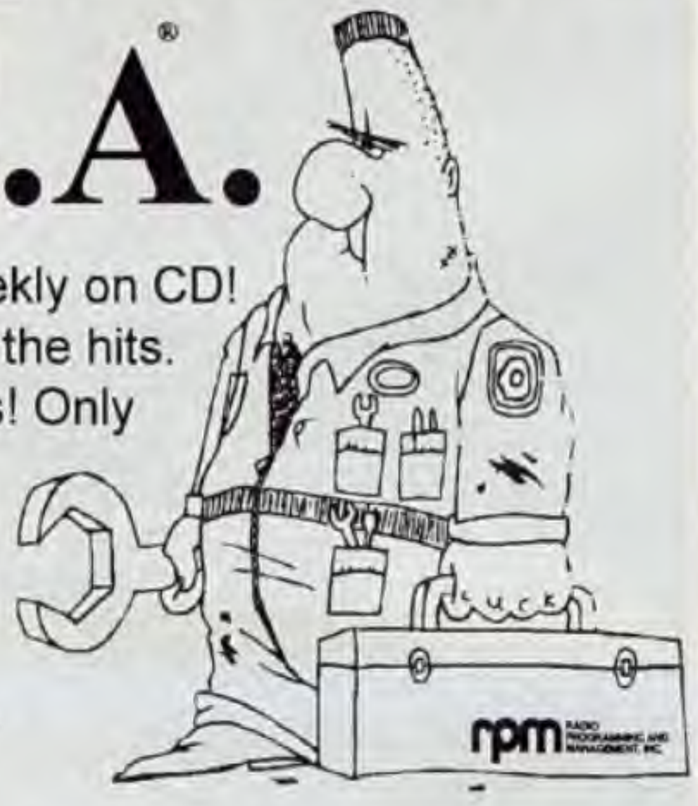
Let us fix your music problems!

Top Hits U.S.A.®

The newest A/C, Top 40 & Country hits weekly on CD!
Top Hits U.S.A. is the way to stay on top of the hits.
Get the music as quick as the radio stations! Only "Radio" & "Clean" versions are used.

Receive a new CD every week & recurrent "cream-of-the-crop" CD every 2 months.

** Service available only to qualified professional DJ's and Radio DJ's.*



WEEKLY Service (1 CD/wk + recurrent CD every 2 mos - 58 CD's/yr.) $16.95 per week.

MONTHLY Package 4-5 CD's/mo + recurrent CD every 2 mos - 58 CD's/yr.) $49.95 per mo.

rpm RADIO PROGRAMMING AND MANAGEMENT, INC.

FOR SAMPLE & INFO: 800-521-2537

Fax:810-681-3936 E-Mail: RPMORLK@aol.com
4198 Orchard Lake Road, Orchard Lake, MI 48323

Silver Bells - The Supremes, *Christmas Auld Lang Syne* - Bobby Darin, *Jingle Bell Rock* - Bobby Helms, *Christmas (Baby Please Come Home)* - Dion, *Feliz Navidad* - Jose Feliciano, *Frosty The Snowman* - Jan & Dean, *Rudolph The Red-Nosed Reindeer* - The Smithereens, *Winter Wonderland* - Aretha Franklin, *Blue Christmas* - Booker T & The MG's, *Christmas Day Is Here* - Fats Domino, *All I Want For Christmas Is My Two Front Teeth* - Spike Jones, and many others, 40 tracks in all.

Released last season, "Coolest Christmas," by Oglio Records, turned out to be a huge seller. This CD offers a fine lineup of sought after Christmas tunes that, at the time of release, were not on other CDs. This year's follow-up, "The Edge Of Christmas," is a good collection of original tunes, renditions, and rarities (See sidebar).

"Christmas Tradition Vol. 3" contains great versions of classics produced with a country style. It includes Randy Travis, Texas Tornadoes, Kenny Rogers, Kathy Mattea, Holly Dunn, Travis Tritt, Sons of San Joaquin, and more. Both fast and slow dance music is found here.

"Christmas For The '90s Vols. 1 & 2" offers classics done by some of the biggest and best in contemporary country, including: Garth Brooks, Tanya Tucker, Eddie Rabbitt, Sawyer Brown, Suzy Boguss, Wild Rose, and more. Fast and slow music offers something for everyone.

"A GRP Christmas Vols. 1 & 2" is an excellent collection of contemporary jazz/new age artists doing mostly instrumental versions of the classics. The volumes include: Dave Grusin, David Benoit, Diane Schurr, Tom Scott, Lee Ritenour, Dave Valentin, Acoustic Alchemy, Spyro Gyra,

It's Santa Claws

Along the offbeat side of holiday music, "Jingle Dogs:Christmas Unleashed" is the debut release of real dogs singing 15 of your favorite Christmas songs, including "Jingle Bells Boogie", "Deck The Halls", "Oh Christmas Tree" among others.

At the same time, the legendary Jingle Cats are still flying high on the success of their back to back holiday releases "Meowy Christmas" and "Here Comes Santa Claws",with a total of 38 cuts between the two performed by real singing kittens. Although it sounds like a lot, the holidays are a perfect time to try to get as much pussy as you can. Order "Dogs" or "Cats" by calling 800-XMAS CAT.

Built First...To Last

OU-944

TLR-255

SP-2D

SS2-85

MADE IN U.S.A.

OU-844

DCT-310C

Leading the Way in Design Innovation of the Absolute Best Quality Built Cases in the Business!

- Multi-layer plywood construction
- Heavy-duty steel hardware
- High-grade carpet finish
- Bevel-edged lids for tight seal, added strength and proper alignment

Send $3.00 for full-line color catalog.

gründorf corp

721 Ninth Avenue
Council Bluffs, IA 51501
PHONE 712/322-3900
FAX 712/322-3407

'Tis the season...

Rhino keeps on going...and going...and going...

Rhino Records continues their variety of offerings of holiday music with the release of four new collections, bringing their Christmas catalogue titles to over thirty.

SANTAMENTAL JOURNEY is a collection of 16 definitive renditions of standards of the pop vocal era, including Perry Como, Doris Day, Rosemary Clooney, and others recalling an earlier time of winter wonderlands and chestnuts roasting on an open fire.

BILLBOARDS TOP CHRISTMAS HYMNS reminds us of the reason Christians celebrate this holiday. The ten tunes are all traditional carols or devotional songs performed by some of the pop world's finest and the nations top choirs and orchestras, selected from the best-selling Christmas albums from the late 1950's to the mid-1960's.

For those who spin to the beat of a different drummer boy, PUNK ROCK XMAS gathers 18 hard-core holiday songs from some of the leading lights of the late70s/early 80s, including cuts like A Merry Jingle by The Greedies or Mr. Grinch by DI.

The fourth new release, HOLIDAYS IN DEMENTIA, is a collection of hand-picked crazy carols by Rhino's resident comedy record curator himself, Dr.Demento. This 18 track collection leans most heavily on recordings from the 80s and 90s,with a few evergreens (i.e. Spike Jones and Ray Stevens) mixed in.

Available through retail outlets or by calling Rhino Mail Order at 800-432-0020.

Patti Austin, Kevin Eubanks, and more.

"Jazzy Wonderland" offers real jazz gems by many of the best vocalists and musicians. Classics by Harry Connick Jr., Branford Marsalis, Grover Washington, Nancy Wilson, Tony Bennett, Wynton Marsalis, and others, can be found here.

"Tarjeta De Navidad" offers excellent contemporary Latin Salsa Christmas originals. With collaborations by some of the biggest names in Salsa, including: Gilberto Santa Rosa, Johnny Ventura, Danny Rivera, Grupo Wao, Luis Enrique, Tony Vega and more. It is very danceable.

"Christmas Comedy Classics Vols. 1 & 2" has great comedy hits like, *The Chipmunk Song*, *Twelve Gifts Of Christmas*, *Monster Holiday*, *Deck The Stalls*, and *Grandma Got Run Over By A Reindeer*. Artists include: The Chipmunks, Mel Blanc, Allan Sherman, Weird Al Yankovic, Stan Freberg and more.

"Buddy Miles' Greatest Christmas" (also released as "Christmas With The California Raisins") offers great versions and productions of classic and original songs done to the sound of

2 Effects in One!

Introducing....
the
FantaStar!

With the click of a switch choose either 30 multi-colored beams scanning around the room or 15 broad fan beams spinning to the beat of music!

• Sound Active!
• Remote Control!

The FantaStar
ME2300-1 Suggested retail $379.00

Your Complete Source...
MBT Lighting & Sound!

- Beacons
- Cables
- Effect Lights
- Fog Machines
- Lighting Systems
- Microphones
- Mirror Balls
- Mixers
- Par Cans
- Pin Spots
- Rope Lights
- Strobe Lights
- Speakers

Call for the name of a dealer near you!

mbt lighting & sound

P.O. Box 30819
Charleston, SC 29417
(803) 763-9083

Motown (á la Phil Spector). An excellent CD under either title and very danceable.

"A Motown Christmas" is perhaps the best of the Motown Christmas albums with a swinging collection of the superstars that made the label famous. Upbeat and unmistakingly danceable in the Motown oldies tradition, it includes artists such as the Jackson 5, Diana Ross & The Supremes, Smokey Robinson & The Miracles, The Temptations, and Stevie Wonder.

"Happy Hanukkah, My Friend," by Konecky & Wilde, is an excellent holiday album that can compliment any seasonal party. The style of these songs are very much in keeping with the season and the tunes are flavored with the pop sound of the holidays (not ethnic). The music is Christmas, but the lyrics celebrate Hanukkah, which makes it a great CD for both Jewish and mixed gatherings. It includes traditional Jewish and great original tracks done to rock, reggae, pop, and jazz.

Have A Swingin' Christmas and Happy Holidays!

New Releases

Party at the frat house

When Rhino released the first LP (vinyl in those days) in the "Frat Rock" series it was heralded as the first DJ usable party compilation... every track was a playable hit. Now Rhino has moved into the 70's with three new Frat Rock CDs. Like their predecessors, they are loaded. Here are the tracks:

Frat Rock More of the 70's:

1. *Life's Been Good*	Joe Walsh
2. *Smoke On The Water*	Deep Purple
3. *Radar Love*	Golden Earring
4. *Hair Of The Dog*	Nazareth
5. *The Loco-Motion*	Grand Funk
6. *Rock And Roll Part 2*	Gary Glitter
7. *Can't Get Enough*	Bad Company
8. *Slow Ride*	Foghat
9. *Oh Well*	Rockets
10. *Ramblin Man*	Allman Brothers Band
11. *Sleepwalker*	The Kinks
12. *It's A Heartache*	Bonnie Tyler

Frat Rock The 70's:

1. *Takin' Care Of Business*	BTO
2. *We're An American Band*	Grand Funk
3. *Smokin' In The Boy's Room*	Brownsville Station
4. *Free Bird*	Lynyrd Skynyrd
5. *Hot Blooded*	Foreigner
6. *School's Out*	Alice Cooper
7. *More Than A Feeling*	Boston
8. *Do You Feel Like I Do (Live)*	Peter Frampton
9. *My Sharona*	The Knack
10. *Signs*	Five Man Electrical Band
11. *Lola (Live)*	The Kinks
12. *Joy To The World*	Three Dog Night

Frat Rock The 80's:

1. *Addicted To Love*	Robert Palmer
2. *Centerfold*	The J. Geils Band
3. *Whip It*	Devo
4. *The Heat Is On*	Glenn Frey
5. *Nothin' But A Good Time*	Poison
6. *Sports Fans*	The Tubes
7. *Hot Hot Hot*	Buster Poindexter
8. *867-5309/Jenny*	Tommy Tutone
9. *Rock This Town*	Stray Cats
10. *Our House*	Madness
11. *Goody Two Shoes*	Adam Ant
12. *Living After Midnight*	Judas Priest

JUKEBOXES
COVER THE WORLD WITH MUSIC
DJ's
THE HITS ON COMPACT DISC
HOT HITS
14 HOT NEW SINGLES
ONLY $15.98!
DJ's for DJ's
JUKEBOXES
SIX GREAT FORMATS!
NEW DISCS EVERY FOUR TO SIX WEEKS!
1-800-248-4848
OR ASK YOUR VENDER
Hot Hits offers 14 of the most current hits in six formats: Country, R&B, Pop, Rock Adult Contemporary and Pop Dance. Plus, specialty discs that include Summer Hits, Jukin', Mexican, Dancin' Country, Christmas and others.
Licensed exclusively for Hot Hits by MCA Records Inc., Special Markets & Products and SONY Music Entertainment Inc., Special Products for CD Jukeboxes, Mobile, Club, and Radio DJ's only.

Christmas Present

Top-Selling Christmas Albums Of Last Year

(according to Billboard magazine, Dec. 3, 1994)

1 Miracles: The Holiday Album-Kenny G-Arista
2 Merry Christmas-Mariah Carey-Columbia
3 Christmas Album-
Mannheim Steamroller-American Gramaphone
4 A Fresh Air Christmas-
Mannheim Steamroller-American Gramaphone
5 When My Heart Finds Christmas-Harry Connick, Jr.-Columbia
6 Christmas Interpretations-Boyz II Men-Motown
7 Holly & Ivy-Natalie Cole-Elektra
8 A Very Special Christmas 2-Various Artists-A&M
9 Home For Christmas-Amy Grant-A&M
10 Let There Be Peace On Earth-Vince Gill-MCA
11 A Very Special Christmas-Various Artists-A&M
12 The Christmas Album Volume II-Neil Diamond-Columbia
13 The Christmas Song-Nat King Cole-Capitol
14 Christmas Album-Barbra Streisand-Columbia
15 Chant Noel-Benedictine Monks Of
Santo Domingo De Silos-Angel
16 Soulful Christmas-Aaron Neville-A&M
17 Christmas Through Your Eyes-Gloria Estefan-Epic
18 The Christmas Album-Neil Diamond-Columbia
19 It's Christmas Time-Crosby/Sinatra/Cole-Laserlight
20 Beyond The Season-Garth Brooks-Liberty
21 Christmas Portrait-The Carpenters-A&M
22 Honky Tonk Christmas-Alan Jackson-Arista
23 If Every Day Was Like Christmas-Elvis Presley-RCA
24 Meowy Christmas-Jingle Cats-Jingle Cats
25 Snowfall-The Christmas Album-Tony Bennett-Columbia
26 A Winter's Solstice Volume IV-Various Artists-Windham Hill
27 A Family Christmas-John Tesh-GTS
28 The Sweetest Gift-Trisha Yearwood-MCA
29 Christmas With...-The Mormon Tabernacle Choir-Laserlight
30 Vol.2 1955-Present-Billboard's Greatest Christmas Hits-Rhino
31 December-George Winston-Windham Hill
32 Christmas Favorites-Carreras-Domingo-Pavarotti-
Sony Classical
33 A Charlie Brown Christmas-Vince Guaraldi-Fantasy
34 Merry Christmas-Johnny Mathis-Columbia
35 Give Love At Christmas-The Temptations-Motown
36 A Romantic Christmas-John Tesh-GTS
37 Elvis' Christmas Album-Elvis Presley-RCA
38 White Christmas-Bing Crosby-Laserlight
39 Merry Christmas Strait To You-George Strait-MCA
40 WCBS-FM The Ultimate Christmas Album-
Various Artists-Collectibles

The Best Series in the World!

By Fred Sebastian

Album covers (which of course mean CDs) of various-artist compilations often make claims with their titles in order to ring up more sales. In the case of "The Best XXXXX Album In The World...Ever!" series, the title is not completely off.

The Best Series

Regardless of how many times they try to achieve this lofty goal, one thing is for sure, virtually all the releases in this series have contained a very impressive lineup of major artists and top-of-the chart hits. Each release in this series is a two-CD set usually containing 40 tracks of predominantly contemporary hits with a scattering of continuing favorites thrown in. Because the majority of the tracks on each of these CDs are often used and requested tracks, this series has turned out to be the best selling series of CDs ever! Whatever type of music you have slated, you can almost do an entire evening from any one of these two-CD sets.

Following the list of available CD's as of this printing (there's surely more to come) are two new ones I'll tell you about:

The Best Dance Album In The World... Ever! 5 volumes.
The Best Rock Album In The World... Ever! Vols. 1 &2.
The Best Reggae Album In The World... Ever! Vols. 1 & 2.
The Best Country Album In The World... Ever!
The Best Summer Album In The World... Ever!
The Best Rock 'N' Roll Album In The World... Ever! (Oldies).

One of the new releases in this series is strangely titled "The Best... Album In The World... Ever!", which should have been titled The Best Alternative Album... Ever. Unlike most of the prior releases this one has a British flavor. There are several artists on

Fred's favs from '95

The following are selected for consistent excellence throughout all volumes released. To qualify as a series, these titles have released more than one volume. This list does not include all the excellent single-issue releases in '95 and may even miss some of the best in a series, for that I apologize — but watch future issues.

Dance Massive-Contemporary dance including top 40 and club hits, all 2-CD sets, 3 volumes.

Dance Zone Level-Consistently includes the latest in breaking and existing top club and dance hits. All 2-CD sets, 9 volumes.

The Best Albums In The World... Ever! -See the rest of this article for full information and new releases.

Club Mix '95-Nonstop or trackable megamixes of full-length versions of some of 95's biggest smash club hits. Single CD, 2 volumes.

Party Megamix-Among the most popular series of medley CDs around. It includes up to 16 medleys with such rare gems as "Frank Sinatra Medley," and "Imagination Megamix," and "Club Latino." Single CDs or all 3 volumes available in a box set.

Jive Bunny-The most popular series of medley CDs. The most recent being "Best Of" and "Rock & Roll Dance Party." 4 available.

Do It Again-Also, *Famous Dance Cover Hits*. Easily the best series of cover versions. Top hits — dancified! All 2-CD sets, 7 volumes.

The Complete Jewish Party Collection-The most impressive and largest series of Jewish party and special occasion music. 4 volumes, single CDs.

Dance Classics: The Hits or ***All DJs Have a 12-inch Version*** -Dance Classics is still the best and most extensive series of 12-inch club versions of 80's dance. Single CDs, 16 volumes. "All DJs..." series are nonstop (premixed or trackable) versions of many of the classic tracks on the Dance Classics series. Single CDs, 3 volumes.

Those Wonderful Years-Excellent and extensive series of 1920s through 1950s pop, swing, and big band. Single CDs, 15 Releases.

Only Rock 'N' Roll-The biggest selling rock/pop series this year. Each single CD covers a five-year period from 1955 through 1989. Single CDs, 8 releases.

Sun Jammin'-Best in a series of summer top 40 hits. Single CDs, 5 volumes. Watch for upcoming "Snow Jammin'."

Bobby Morganstein Productions-This series continues to impress. The most extensive collection of made for DJ titles available. All single CDs except Vol. 10 (2 CD), 11 volumes.

Disco Nights-The finest collection of disco since "Mega Hits Dance Classics" (now mostly out of print). Features many hits not previously available on compilation. Single CDs, 9 volumes.

Bass Bomb-The title and subtitle (Latin hip-hop) are misleading. This is an excellent series of freestyle. Single CDs, 4 volumes.

Just Can't Get Enough - New Wave Hits Of The 80's-No shortage of rock you can dance to. Single CDs, 15 volumes.

Dance Mix USA and ***Dance Mix '92 through '95***-Top dance chartbusters pre-mixed (nonstop) or trackable. Most extended versions. Single CDs, 8 volumes.

Old School-Great collection of classic danceable hip-hop and R&B. Single CDs, 5 volumes.

Kickin' Country-Good collection of 90's country hits and superstars. Single CDs, 2 volumes.

MTV Party To Go-Great collection of major dance hits remixed and nonstop or trackable. Single CDs, 7 volumes.

Now or ***Now Dance***-Excellent collection that features the newest of top forty or dance superstars and superhits. Each release is a 2-CD set, 35 volumes; though most earlier volumes are out of print.

Todays Ballroom-Great collection of contemporary ballroom performed in strict tempo by the Ray Hamilton Orchestra. Songs listed with appropriate dance. Single CDs, 6 volumes.

Hooked On...-Continues to offer excellent medleys and even the earliest "Hooked On Classics" and "Hooked On Swing" are still popular. The newest excellent release is "Hooked On The 60's." Single CDs, approximately 20 volumes.

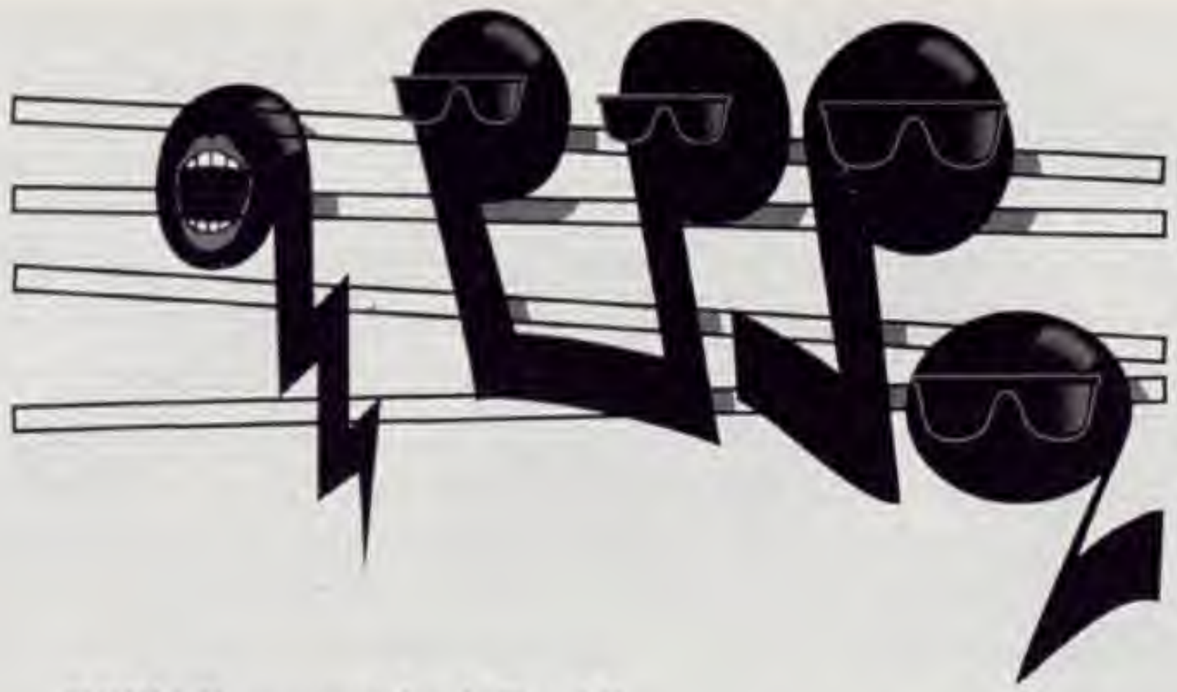
this compilation that are not (perhaps yet) popular in the United States, but that shouldn't keep you from getting good use of this CD with the rock/alternative crowd.

Here's some of the 40 tracks included that you should be playing. *Waking up* - Elastica, *Girls From Mars* - Ash, *Whatever* - Oasis, *A Girl Like You* - Edwyn Collins, *Do You Remember The First Time* - Pulp, *Zombie* - The Cranberries, *Today* - Smashing Pumpkins, *Sit Down* - James, *Wake Up Boo!* - The Boo Radleys, *Screamager* - Therapy?, *Supersonic* - Oasis, *Connected* - Stereo MC's, *Out Of Space* - The Prodigy, *True Faith '94* - New Order, *Unbelievable* - EMF, *Personal Jesus* - Depeche Mode, *15 Years* - The Levellers. Also included are artists such as: Blur, Jesus Jones, Morrissey, The Shamen, Stone Roses, and more.

"The Best Rock Ballads In The World... Ever!" is the second newest release in this series. Here's another impressive showing of why this series is so popular. Some included tracks are: *I Wish It Would Rain Down* - Phil Collins, *Romeo & Juliet* - Dire Straits, *I'll Stand By You* - The Pretenders, *Eternal Flame* - The Bangles, *Show Me Heaven* - Maria McKee, *Wind Of Change* - Scorpions, *Black Velvet* - Allanah Myles, *Is This Love* - Whitesnake, *Valerie* - Steve Winwood, *Walking In Memphis* - Marc Cohn, *(I Just) Died In Your Arms Tonight* - Cutting Crew, *Listen To Your Heart* - Roxette, *If I Could Turn Back Time* - Cher, and more.

Let's Get Ready To Rumble!

There is a seduction to DJ'ing. When it's good, you capture attention and build an increase in motivation which turns into excitement and then peaks into a party frenzy. Then, when the energy is spent, you ever so



gently let the glow mellow and slip away with a touching goodnight sweetheart. Sound like you? If it does, then you know that each stage is important.

Motivational dancers, aerobics instructors, gyms and sporting events are good examples of the influence and importance of motivational music. Sporting events are the best example of good use of motivational music and there are two new compilations (in addition to two prior releases) that focus on capturing the motivation and excitement of the games. With hockey, basketball, and football seasons in full swing these compilations can also keep your dance floor filled right into overtime.

"Power Plays - Sports Anthems" is a new release that features for the first time on a various artist CD Billy Idol's rendition of *Mony, Mony*, and also serves up many great club and rock classics. Included in the 18 tracks are: The excellent and rare *Live Is Life* - Opus, *Get Ready For This (USA remix)* - 2 Unlimited, *The Power* - Snap, *Move This (Shake That Body)* - Technotronic, The new and improved version of *Whoomp! There It Is* by Clock, *Rock & Roll (Part II)* - Gary Glitter, *Oh Yeah* - Yello, *Pipe Dreams* - Yakoo Boys, *Mr. Personality* - Chic, *Reach For The Stars* - Power Play, *Celebration*- Kool & The Gang, and more. Definitely crowd moving appeal.

ESPN Presents "Jock Rock" and "Jock Jams" are two prior releases full of champion crowd-rousing pleasers. "Jock Rock" serves up a collection of many of the finest in familiar classic rock tracks and "Jock Jams" pumps out more recent top hits in dance and hip-hop. Besides the excellent tracks on these compilations, a unique and welcome feature of this series is sound bites and cheers, such as "He shoots! He scores!," "Let's get ready to rumble," "And that's the end of the ballgame." The newest release in the series is "ESPN Presents Jock Rock Vol. 2." It features eight cheers or soundbites and 15 songs including: *Rock and Roll All Night* - Kiss, *Sirius* (Chicago Bulls intro music) - Alan Parsons Project, *Hit The Road Jack* - Ray Charles, *We Are The Champions* - Queen, *Cool Jerk* - The Capitols, *I Want You Back* - The Jackson 5, *Lowrider* - War, *Great Balls Of Fire* - Jerry Lee Lewis, *Hold On I'm Comin'* - Sam & Dave, *Respect* - Aretha Franklin, *Wooly Bully* - Sam The Sham & The Pharoahs, and sound bites including: *The Final Countdown, He Could Go All The Way* - Chris Berman, *William Tell Overture*, and more. Take note, jocks, these compilations are loaded with heavyweights!

Hot New Releases

"Dance Mania 4" is an excellent collection of today's or soon-to-be smash hits, including: hip-hop rendition of the Bee Gees' *Stayin' Alive* - N-Trance, a dancified version of Don McLean's *American Pie* - Just Luis, *Excellent R To The A* - CJ Lewis, *Ooh La La La* - Red Raw with 007 (great reggae dance), *I Wanna B With U* - Fun Factory (excellent), *The Thing I Like* - Aaliyah, *Love Eviction* - Quartz Lock with Lonnie Gordon (excellent), *Hold That Sucker Down* - The O.T. Quartet, *Booyah! (Here We Go)* - Sweetbox with Tempest, *Feel Good* - Antonia Lucas, *Day In Day Out (extended mix)* - Skream!, *Everybody* - Clock, and more. 21 tracks.

"Dance Tip 3" Another excellent compilation of today's or soon-to-be hits including: *Happy Just To Be With You* - Michelle Gayle, *I Luv U Baby* - The Original, *Everybody* - Clock (excellent), *Party Up The World* - Dream, *Don't Let The Feeling Go* - Nightcrawlers, *Move Your Body* - Xpansions 95, *Scatman's World*, Scatman, *I Want To Live* - Grace (sizzlin'), *Try Me Out* - Corona's next smash, *Come And Get Your Love* - Real McCoy, (remake of Cranberries') *Zombie* - A.D.A.M. with Amy, *Running Around Town* - Billie Ray Martin, *Catch A Fire* - Haddaway, and more. 22 tracks.

Happy Holidays! Stay tuned...

"Power Plays - Sports Anthems" is a new release that features for the first time on a various artist CD Billy Idol's rendition of *Mony, Mony*, and also serves up many great club and rock classics.

Remix Rave

A 32 beat thing

By Shawn Miller

Every independent remix service inserts full 32-beat intros, and at least one 32-beat break into each remix, which is put there for the sole purpose of allowing you to easily beat mix from whatever you're playing now into whatever you want to play next, and never lose your floor (our goal in life...).

A 32-beat intro and break is a basic 32-beat breakdown of the music you're about to play (intro to the song) or have been playing (break in a song) with no vocals. The break gives you 32 beats to crossfade into the next song, with no noticeable break in the flow of the music. Although this technique can be easily learned with practice, there are DJs that have been working since the beginning of time that have never perfected this procedure and simply fade tracks together rather than beatmix them. There are also DJs that refuse to learn beatmixing, believing that their crowd doesn't care if the songs matched when crossfading. Don't fool yourself, you can always keep your floor moving and keep your crowd interested longer if you effectively beatmix your music rather than show gaps between the tracks. Why am I mentioning this? Although normally we only discuss remixes in my column, it's been brought to my attention that many of *Mobile Beat's* readers want to learn beatmixing but don't know where to start. Still others are capable of beatmixing but are sluggish when it comes to using their 32 beats effectively and sometimes miss the beat or cue and panic-mix into vocals. Ouch!

Beatmixing made easy

Recently, a company in Massachusetts came up with an idea that will finally put an end to the trouble any DJ has ever had with beatmixing. The unit is called The Beatkeeper (see page 44 for *MB* Scoop). I was fortunate enough to get a prototype of the unit prior to release and this machine truly does what it claims to do. This is serious folks — it really works! For example: You've got *The Very Best of Powerhouse* and you want to mix from *Strike It Up* to *Gonna Make You Sweat* and never lose your floor — no problem. *Strike It Up* spins at 118 BPM and contains a 32 beat intro, two 32-beat breaks, a 32-beat outtro and a fade end. *Gonna Make You Sweat* spins at 112 BPM and has a 32-beat intro. There are also breaks within the song as well as at the end, but you're not interested in that, you're only concern is the 32-beat intro. Of course, if you wanted to mix into the middle of the song you'd concentrate on a 32-beat break in the song rather than the intro. Okay, so while you're playing *Strike It Up*, the Beatkeeper is displaying 118 on the BPM display. You cue up *Gonna Make You Sweat* and play the intro into your headphones, getting ready for the mix. The Beatkeeper's other readout displays 112 BPM. As you know, if you mix from 118 down to 112 not only will your crowd get confused, they may trip and fall while their feet attempt to keep in sync with your mix — not a good idea.

Okay, beatmixing made simple.... Begin by pitching *Strike It Up* down and *Gonna Make You Sweat up*... slowly... (remember your crowd is still dancing to *Strike It Up* and you don't want them to notice your pitch change). Watch the readout as well as the RED and YELLOW LEDs, they'll both let you know how close you are to matching the beat. Once your BPMs are as close as you can make them, wait for *Strike It Up* to enter it's first or second (wherever you happen to be in the song) 32-beat break. At that point, on the first beat, begin *Gonna Make You Sweat*. The Beatkeeper display will again verify that your beats are matched giving you the go-ahead to crossfade from *Strike It Up's* 32-beat break into *Gonna Make You Sweat's* 32-beat intro. Not only will you keep your crowd dancing but you'll never lose your floor.

PLANET "X":

The next huge bombshell to hit DJs and the remix industry since Ultimix Issue 50 — PLANET "X". Planet "X" is a 4-record/2-CD set made up of unreleased tracks and previously released and re-remixed tracks from X-Mix. The issue contains six medleys, eight separate tracks and three CD bonus tracks. It begins with *The Rock & Roll Flashback Medley* which runs 13:20 and contains *My Sharona, Whip It, White Wedding, What I Like About You, Brown Eyed Girl* and much, much more. Other medleys on the issue include *The Conga / Hot Hot Hot Medley* (7:35) which should be renamed "the easiest way to fill a dancefloor and excite your crowd while drinking a soda - medley." (They thought my title was kinda long.) Not only do you get great remixed versions of both tracks but at the crossover

New series from DMA

Dance Music Authority Magazine (DMA) - and Interhit Records have joined forces to release the first in a series of exclusive dance music compilations. DMA Dance Vol. 1: Eurodance features continuous full-length mixes of 16 top Eurodance hits by the hottest artists. Eight of the tracks make their US debut on this CD. DMA Dance Vol. 1: Eurodance may well be the only compilation that focuses exclusively on the Eurodance sound that is conquering both clubs and radio across the US. Special treats only available on DMA Dance Vol. 1: Eurodance include the current club and radio hit *Tonight It's Party Time* by Outta Control and a brand new Giorgio Moroder / Chris Cox production *Get Ready For The Rhythm* by T.A.X.I. Each new volume of DMA Dance will focus on a specific dance music genre (i.e. house, hip hop, freestyle, hi-nrg, etc.). Shipping soon on Interhit Records. To order call 800-880-8888.

Tracks:

Snap...	*Rhythm Is A Dancer*
Captain Hollywood...	*More And More*
Alexia Phillips...	*I Never Needed*
T-Spoon...	*Where R U Now*
Double You...	*Run To Me*
Definition Of Joy...	*Stay With Me Forever*
Cartouche...	*Touch The Sky*
Ice MC...	*Think About The Way*
Outta Control...	*Tonight It's Party Time*
T.A.X.I....	*Get Ready 4 The Rhythm*
Dr. Alban...	*Let The Beat Go On*
Outta Control...	*I Wanna Feel The Music*
Abigail...	*Don't You Wanna Know*
Orange Blue...	*If Your Wanna Be My Only*
Yakoo Boyz...	*You're So Good*
Molella...	*Change*

point of *Conga* and *Hot Hot Hot* you get a mini-medley within the original medley — what else can I say? YOU NEED THIS MIX!

Next is the *C & C Music Factory MegaMixx* (5:51) from X-Mix issue #26. X-Mix has taken the original from issue #26 and cleaned up the mix removing heavy drops and revving the mix up much more than when originally released. Tracks in the medley include *Gonna Make You Sweat, Here We Go, Things That Make You Go Hmmm,* and *Do You Wanna Get Funky?* For a more alternative crowd, there's the *Lenny B's Generation"X" Medley* (12:24) with such tracks as *Closer To You* - Libra, *Don't Stop* - Outhere Brothers, *Generations Of Love* - Masterboy, *Memories* - Netzwork and *Love Is All Around* - DJ Bobo. Also on the issue is the *Feel The Vibration 80's MegaMixx* (5:58) and *The Oye Como Va Latino Medley* (5:42). Please note, at press time, the issue had just finished being mastered so not all the medley track lists are complete.

Other tracks on the issue complete with 32-beat intros, and at least two 32-beat breaks, are *Oh What A Night* - Frankie Valli & The Four Seasons, *Dreamer* - Livin' Joy, *We Got A Love Thang* - Ce Ce Peniston, *Show Me Love* - Robin S, *Twilight Zone* - 2 Unlimited, *Rhythm Is A Dancer (acapella mix)* - Snap, and *I'm Gonna Get You* - Bizarre Inc. The CD bonus cuts are *Dreams* - Gabrielle, *Get Ready For This* - 2 Unlimited, and *Rhythm Is A Dancer (the ragga-house mix)* - Snap. Also on the issue is the X-MIX NEW YEARS DJ TOOL KIT which has in the past made X-Mix the most widely used remix service at midnight on New Years Eve in the world (you do the math...). This year, the tool kit contains a 60-second countdown which is to be played just before the stroke of midnight. The countdown also gives you plenty of talk-over time to keep your crowd excited and motivated. After the countdown the X-Mix Euro-House version of *Auld Lang Syne* kicks in, to freak your crowd into the new year with a version of the song they never thought possible! All in all, a great package for the end of the year. Please note however, PLANET "X" is pressed as a limited edition on both vinyl and CD and will sell out with no possible repress.

DISCOTECH ISSUE #36

This starts off with a remix of *Padlock* by M-People that is sure to wow 'em all. The first two minutes are loaded with samples galore, and the vocal dropout has been removed allowing the song to slam into the chorus. The samples are brought back in again at the final break to complete the track. Next is *Automatic Lover* - Real McCoy. Multi-edits, back spins and samples scattered throughout the tracks add life to an already great track. *Be My Lover* - La Bouche and *Paninaro '95* - Pet Shop Boys have been restructured to make mixing easier. Not a lot of samples here however, the Pet Shop Boys mix uses two versions from the CD giving the track a whole new flavor. Also on the issue, *I Wanna Be With You* - Fun Factory, *Giddy Up* - 2 In A Room with a rap in the middle and samples from the movie "Deliverance," *Scatman* - Scatman John with Elvis samples, *Relax* - Crystal Waters and 90's version of *Two Of Hearts* - Stacy Q and *Work Me Over* - Claudia Barry. As always, DiscoTech is available three records or one CD and contains complete listings and break points on both formats.

And as always, if you have any questions or just need help in general on anything you've read this month or in previous months, don't hesitate to call The Remix Warehouse toll-free helpline at 1-800-66-HELP-9 (M-F 9-7 ET). You can also fax us toll free at 1-800-7999-FAX or contact us via email at: info@remix.com.

To stay completely up-to-date on the most recent remix releases, The Remix Warehouse releases its complete current, special and back issue catalog FREE about every 5-6 weeks. To get on the mailing list you can call us toll free 24 hours a day at 1-800-241-MIXX. International Customers please call (404) 446-5079. Or you can email your catalog request to: catalog@remix.com

THE REMIX WAREHOUSE®
"THE REASON YOU BECAME A DJ IN THE FIRST PLACE" SM
CURRENT ISSUES - BACK ISSUES
SPECIAL ISSUES
TECH
YOUR COMPETITION ALREADY USES US...
*EXCLUSIVELY FOR DJS
Top 40
Dance
Rap
R & B
Classic Disco
Techno
Rave
Samples & Beats
DJ Accessories
Power House
CURRENT ISSUE
POWERHOUSE ISSUE #22
(PH-22-V) 2 RECORD SET
(PH-22-CD) 1 COMPACT DISC
MACARENA (Bayside Boys Mix) - LOS DEL RIO
TAKE YOUR TIME - MAX-A-MILLION
TELL ME - GROOVE THEORY
TRY ME OUT - CORONA
THE OUTHERE BROTHERS MULTIMIX
GIDDY' UP - 2 IN A ROOM
MISSING - EVERYTHING BUT THE GIRL
1ST OF THA' MONTH - BONE THUGS & HARMONY
CD BONUS CUTS
DIRTY LOOKS - MIRANDA
AS LONG AS YOU'RE GOOD TO ME - JUDY CHEEKS
SHIMMEY SHAKE - 740 BOYS
FOR YOUR FREE CATALOG
CALL TOLL-FREE ANYTIME 1-800-241-MIXX
FAX TOLL-FREE ANYTIME 1-800-7999-FAX
EMAIL FROM ANYWHERE catalog@remix.com
ORDER IT TODAY
GET IT TOMORROW
International / APO / FPO & GA Customers Call (770) 446-5079
International Fax (770) 446-0747
Or Write: The Remix Warehouse, 3100 Medlock Bridge Rd, Suite 305, Norcross, GA, 30071-1439
PERSONAL CHECKS ACCEPTED
VISA
MasterCard
WE SHIP EVERYWHERE
AMERICAN EXPRESS Card
DISCOVER
U.S.A. C.O.D.

HOT TRACKS®

Hey DJ...

if you wanna keep 'em dancing

Do ya' wanna dance...? For 14 years Hot Tracks® has provided D.J.'s with exclusive dance remixes of the hottest songs around. We work with the major record companies and secure master material of the latest dance hits. We then take the original masters into our fully digital studios to produce a new remix packed with the energy and excitement that you and your crowd desire.

Any kind of dance music you need, Hot Tracks® has it covered, with our mixture of services available that cater to a wide array of musical styles. So, whether you spin Contemporary/Top 40; Hip-Hop, Rap, Urban; Deep House, Underground; fabulous Hi-NRG; even 80's New Wave or Classic Disco, always look to Hot Tracks® to keep 'em dancing.

No problem mixing. Every Hot Tracks® mix has been carefully structured to provide solid breaks at the beginning, middle, and end to make beat-mixing as simple as possible. Our vinyl issues all feature eye-que break lines so you can see where to mix at a glance. Our compact discs have index points at the breaks so they can be cued with the push of a button. Also, all track information is clearly marked with BPM's accurate to the tenth of a beat, while time & beat structure is provided for all breaks.

CD's and vinyl are digitally EQ'd and mastered with the latest in studio technology to provide the clearest sound around. All records are pressed on high-quality virgin vinyl. Imagine having 10 to 12 full-length extended remixes on one compact disc or a 3 record set.

Excitement is what Hot Tracks® will bring to your dance-floor. Exciting, unique, NRGetic mixes are what we do to help you, the working DJ, to keep 'em dancing.

for subscription, ordering, & pricing information.

Hot Tracks®
P.O. Box 701347 Tulsa, OK 74170-1347
tel 918-366-1100 fax 918-366-1108

The Scoop

Keeping the train on the tracks

Introducing... The Beatkeeper

By Bob Lindquist

Live mixing is an art. Get the beats right in sync and the flow is so smooth nobody even knows you did it. But make the break with the tempo or beats too far off and it can sound like two freight trains crashing in the night. Nothing clears a dance floor faster than a few unforgivably poor mixes. And while your best mixes are always going to be your favorites, the ones you do performance after performance, the temptation is always there to try out new mixes on a live crowd. After all, that's what being a DJ is all about. The drawback is, sometimes what we think will make the perfect mix just doesn't play.

When the beat and tempo are out of range of the pitch control, chances are the mix won't work. If you know the BPM (beats per minute) of the dance music in your library, then you know what may or may not make a good mix. Keep in mind, of course, that the best mixes happen when the beats and the keys are complimentary.

There are several accepted ways of determining BPM, assuming it's not on the label of the record or CD. The most accepted method is to simply count out the beats for thirty seconds and multiply by two. There are also numerous beat calculators on the market. Tapping a pad to the beat will produce an instant BPM readout. But now there is a better, easier and more advanced way: The Beatkeeper!

The Beatkeeper is a high-tech beat counting device that takes up just a single space in your rack. The unit connects directly into the audio chain between the music source and the mixer. Almost immediately after starting a particular cut, Beatkeeper finds the beat and displays it with a pulsating LED. A single Beatkeeper connects to two turntables or CD drives, so while source one plays live, source two is available to check BPMs off-line.

Because of the dual beat counters, the Beatkeeper can also visually display a comparison of the beats and tempos of two cuts. Two parallel LED bar graphs in the center of the front panel help you determine when the tempos are matched and the beats are in sync.

There are several accepted ways of determining BPM, assuming it's not on the label of the record or CD. The most accepted method is to simply count out the beats for thirty seconds and multiply by two. There are also numerous beat calculators on the market. Tapping a pad to the beat will produce an instant BPM readout. But now there is a better, easier and more advanced way: The Beatkeeper!

But does it work?

All this may sound good in theory, but does the Beatkeeper really do everything the manufacturer claims? Actually, it does. But not without occasional operator assistance. Beatkeeper had virtually no problem accurately tracking the beat on several dance remixes. These remixes all had very discernible rhythm tracks with beats that jumped right off the disc. As we tried cuts with less clear cut rhythm tracks, the Beatkeeper had a bit more trouble locking on to a correct BPM. In some instances, it counted both the up-beat and down-beat. When this happened, the BPM number displayed was twice the actual BPM, so it was easy to tell this was not the number we were looking for. By tapping the "Beat Assist" button a few times with the beat, the Beatkeeper locked on the right beat.

In the "cue" position, Beatkeeper will compare the beats of two sources and tell you when the tempos and beats are in line for a proper mix. For our evaluation, we connected the Beatkeeper through a Denon 1200F MKII. By using the pitch and pitch bend controls, we were able to visually line up a clean mix with little trouble.

Like mixing itself, to maximize the Beatkeeper's usefulness in enhancing your creativity requires practice. If you intend to use it for live mixing on the road or in a club, you will definitely want to spend some time with it out of the booth. And while it is quite a remarkable step forward in helping DJs plan and execute consistently good mixes, it by no means can take the place of a DJ who knows the music and what a good mix really sounds like.

Note: Numark Industries has obtained exclusive worldwide distribution rights for the Beatkeeper. Technical and purchasing inquiries should be directed to Numark Industries, 111 Dupont Drive, Providence, RI 02907. Phone (401) 946-4700.

Test Bench

The following components were used in the product evaluation in this review.

Rack: Gem Sound AR 32

Mixer: MTX MX600

CD Player: Denon DN-2000F MKII

Amplifier: Ashly FTX-1501

Equalizer: Ashly GQX-1502

Speakers: MTX Power 112

Test bench products are loaned by manufacturers for product evaluations.

POWER™
For Your PERFORMANCE

MADE IN THE USA

The **POWER** Series was engineered specifically to supply the mobile professional with the sound, reliability and high sound pressure levels that a live performance requires. The subwoofer included in the three vented full-range models, and one bandpass model features a die cast frame, 3" voice coil, and a massive 210 ounce motor structure. The high frequency driver features a titanium diaphragm and a 2" voice coil for rugged, long term reliability. The vocals are clean, with a 90 x 40 degree coverage pattern -- you'll reach every corner of the room.

The **POWER** Series is truly "voiced" to reproduce prerecorded music. This makes them the perfect choice for DJ and Discotheque applications.

Make sure you check out MTX's pro grade amplifiers and new DJ mixers. Pro quality audio mixers and digital sampling models -- only for the hottest DJ's on the planet.

The Hottest DJ Gear on the Planet

MTX® POWER™ LOUDSPEAKERS

Available at the finest Pro audio specialty retailers.

The Pointe at South Mountain • 4545 E. Baseline Rd. • Phoenix, AZ 85044 • 1 800 223-5266 • (602) 438-4545

MTX © 1995

1-800-221-7770

Everything for the Professional DJ in ONE easy call!

TODAY'S DJ Sound.Light

NESS

Lighting

Complete line of NESS, American D.J. and Light Craft lighting in stock!

JBL

Speakers

Huge selection of speakers in stock including: JBL, Cerwin-Vega, Melhart and more!

THE SHURE WIRELESS L SERIES

Microphones & Wireless Systems

Full line of Shure microphones & wireless systems!

Amplifiers

New QSC Powerlights in stock!

QSC AUDIO

D.J. Mixers

All major brands in stock!

FURMAN

VISIT OUR SHOWROOM at 446 Rochelle Ave., Rochelle Park, NJ 07662 • Mon.–Fri. 10–9 • Sat. 10–6 • Call 1-800-221-7770

ALL MAJOR CREDIT CARDS ACCEPTED SE HABLA ESPAÑOL

5 PROGRAMMING SOLUTIONS!

***The most Cost-Effective Options* for building your Music Library**

Remixed *X-Clusively* by X-MiX

For Professional Club, Mobile and Radio DJs

1 Dance Series
Remixes of, Top 40, House, Euro, Dancefloor Classics. At least one continuous multi-song mix on every issue. Vinyl & CD.

2 Urban Series
Remixes of, Hip Hop, Rap, Reggae, R&B. At least one continuous multi-song mix on every issue. Vinyl & CD

3 Radioactive Series
Top 40 main stream, rhythm cross-over, R&B and alternative. 15 - 20 of todays top hit songs, including X-Clusive edits. CD only.

4 Club Classics Series
Remixes of, Dance floor classics from 70's & 80's. Vinyl & CD.

5 The Best of Series
Limited Edition with the Best of the X-MIX Series Vinyl & CD.

DJ friendly mixes, Xtended intros and outros, BPM's and times on jackets and X-clusive acapella remixes not available anywhere else have made us #1 on the Billboard Dance Charts...Get them on all X-MIX issues!
The industry's leading Remixers are mixing X-Clusively for X-MIX.
All new pressing and mastering for premium sound quality.

Planet X: The Best of X-Mix 1992-1995 Available Now

To Order, Join our Mailing List, or receive a FREE Catalog with all back issues.

Call 800-711-XMIX(9649)
24 Hour Service

Fax: 617-661-6785 e-mail: XMIXREMIX@aol.com
Subscriptions available - save over 60% off regular prices.

Get the Major Label's Hit Songs *first* ... from X-MIX!

Coming up in the February/March issue of Mobile Beat...

1996 TOP 200

The only totally accurate, annual listing of the music mobiles play the most!

Will it be Old Time Rock & Roll for a 5th straight year? (Oh please...no!) Or is it time for a New No. 1 all-time, most-played DJ Hit!? (Yes... Yes!) You decide! Your vote counts so complete and return your ballot now!

Vote Now! - Ballots must be returned by NOVEMBER 30, 1995.

OFFICIAL BALLOT

1). Vote for your most-played songs in each of the categories below

2). Return to: Mobile Beat's Top 200, PO Box 309, East Rochester, N.Y. 14445. Or Fax back to: 716-385-3637 Or E-Mail to MobileBeat@aol

Tell us your MOST-PLAYED Contemporary, Country, Oldies, Modern/Classic Rock, R&B/Rap, Dance/Club songs...

released during 1994 and 1995

released from 1980 to 1993

released prior to 1980

Your all-time most played Bridal Dances

Your most requested-to-sing KARAOKE songs

Your best song to kick off the evening (up-tempo)

Your best song to end the evening

And what songs would you most like to see on a future Mobile Beat/TM Century CD?

Finally, tell us who you are!

Name_____

Company_____

Address_____

City_____ State_____ Zip_____

It could have been "The Cotton Eyed Sven"

Updated version of the only "true country" song ever written now has a hot dance to match.

By Hillbilly Rick Meyer

When I first heard the dance version of "Cotton Eyed Joe" by the Swedish group Rednex last spring, I was reminded of all the times I had commented that the Cotton Eyed Joe was, in my opinion, the truest country song ever written. It has its own distinct rhythm pattern and a dance to match.

With the Rednex version, I couldn't tell whether it was rap, hip-hop or some new kind of industro/country/punk type of music. But I knew I liked it... and that I wanted to dance to it!

I tried it out that very night and, to my dismay, many of my dancers rebelled and "booed." But, as time passed, along came a dance that was somewhat familiar and not too hard to learn and, bingo, bongo, the song became a hit in country dance clubs. It's a perfect example of how a non-country song that gets hot radio play can become popular in dance clubs just because of a great dance.

If you don't play non-country songs, you had better take another look at this one! And if you don't spin much country, this is one dance you can teach and have everyone up doing it. Many will even add their own moves. It's just as much fun as the sacred Electric Slide...maybe more!

Cotton Eyed Joe—The line dance

Choreographed by Susan & Harry Brooks
Music: "Cotton Eyed Joe" by Isaac Payton Sweat
Dance "Cotton Eyed Joe" by Rednex

Cross kicks, shuffle back twice
1-2 Cross left foot over right shin, kick left foot forward
3 & 4 Shuffle back slightly left, right, left
5-6 Cross right foot over left shin, kick right foot forward
7 & 8 Shuffle back slightly right, left, right

Step slide, step slide, back right, left, r-l-r
9-10 Step forward on left, slide right foot to left heel, transfer weight to right
11-12** Step forward on left, slide right foot to left heel, weight stays on left
13-14 Step right foot behind left foot, step left foot behind right foot
15 & 16 Shuffle in place or coaster step right, left, right

Vine movement to right
17-18 Step left foot across & in front of right foot, step right with right foot
19-20 Step behind right foot on left foot, step right with right foot.
21-22 Tap left heel forward, tap left toe to left side

Scuff up & down & step
23 & Scuff left foot forward, bring left knee up and in towards your body in a circular motion
24-Step down on left foot & put weight on left

RHODE ISLAND NOVELTY
For All Your Party Give-Aways!
* Musical Instrument Inflatables
* Plastic & Straw Hats
* Glow Necklaces
* Sunglasses
* Maracas
*Hawaiian Leis
*Tambourines
Call Today For 1995 Catalog: 800-528-5599
19 Industrial Lane Johnston, RI 02919

Left front crossing vine, right heel, toe, scuff & step
25-26 Step right foot across (front of), left foot, step left with left foot
27-28 Step right behind left foot, step left with left foot
29-30 Tap right heel forward, tap right toe to right side
31 & 32 Scuff right foot forward, bring knee up, step right foot down with weight

Hip bumps
33-34 Step forward diagonally left with left foot while bumping your hips forward twice
35-36 Shift weight back to right foot while bumping your hips backward twice
37-38 Step back left diagonally on left foot while bumping your hips backward twice
39-40 Shift weight forward to right foot, bump hips forward twice

Polka Turns
41 & 42 Shuffle forward left, right, left
& Pivot 1/2 turn to left (CCW) on ball of left foot, thighs locked
43 & 44 Shuffle backwards right, left, right
& Pivot 1/2 turn to left (CCW) on ball of right foot, thighs locked
45 & 46 Shuffle forward left, right, left
& Pivot 1/2 turn to left (CCW) on ball of left foot, thighs locked
47 & 48 Shuffle in place right, left, right

** Counts 11-12: To make it a Contra line dance, step left, kick right foot forward and clap hands with person across from you. Cross lines on the Polka turns at the end of the dance.
Polka turns - If turning is difficult because of dizziness or space limitations, do 3 shuffles forward, 1/2 turn, shuffle.

Harry & Susan Brooks have been country dancing since the early '80s. Along with teaching each year on a Carnivale "Dance cCruise", they can be found at the Heartland Country Western Dance Club in South Bend, Indiana. For copies of some of Susan's other dances, like: "Twister Alley," "Lomax Locomotion," "Saddlebred Swing," "Lindy Star Shuffle," "The Fastest Horse," or "Dancin Feet," write Susan Brooks, R 2, Box 232, Walkerton, IN, 46574, or call (219) 586-2464

ALL THE MUSIC YOU NEED

Now Available BOX SET #3

Keep your Knockout Hits library current with the best new pop, new country, new dance and new rock around!
Delivered right to your door...every month!

See your ERG Dealer or call Entertainment Resources Group for the dealer in your area.

Entertainment Resources Group

1-800-465-0779

For Lease Only. Not For Sale. AVLA Licensed.

D. • E.A.W. • FURMAN • NADY • PANASONIC • QSC • RAMSA • SHURE • TOA • UREI • HIGH END SYSTEMS • MARTIN • NESS • OMNISYSTEM • PUNCO • ULTIMATE SUPPORT • AB SYSTEMS • AKB • ANCHOR AUDIO • APOGEE • ASHLY • BBE • COMMUNITY • CROWN • dbx • DENON • D.O.

AUDIO UNLIMITED

2nd LOCATION & SHOWROOM

Massive Professional Audio/Lighting & Video Systems & Equipment for Night Clubs, DJ's. Bars, Bands, Restaurants and Corporate Facilities

MAIL ORDER!!

Rental • Sales • Service • Installations!
Huge Savings!
Emergency Repair & Rentals!

"IF YOU WANT IT, WE GOT IT"

2ND LOCATION:
160-03 Horace Harding Expwy.
Exit 24 off the L.I.E.
Flushing, NY, 11365
718-961-5900
Store Hours:
Mon.-Thurs. 11-7, Fri. & Sat 11-8

MAIN OFFICE:
259 Park Ave.
Garden City Park, NY 11040
516-741-2662
Fax: 516-741-2324
Store Hours:
Mon.-Fri. 9-5

Gearing up for the holiday madness

by Ron Burt

Judging by your letters and phone calls, it looks like it should be a great holiday season for Mobile and Club DJs. I love to hear a DJ say, "I'm completely booked through New Years." By the way, I'm moving my office to Music Row in Nashville, Tenn. The new address and phone number will be in the next issue. All the mail coming to my Marietta address will be forwarded. So keep your questions coming in.

"LOWEST PRICE GUARUNTEED!"
AUDIO CLIMAX
Sound & Lighting
Now $479.00
American DJ
Step into the future with the amazing new
LASER 300
• featuring 10 sound activated patterns!
VISA ORDER TOLL FREE - 800•773•4235
WE CARRY THE BRANDS YOU TRUST...
AMERICAN DJ·CERWIN VEGA·DENON·GEMINI·MACKIE·MARTIN·MTX·PIONEER
QSC·RAMSA·SHURE·SONIC·SOUNDCRAFTSMAN·STANTON·SONIC·TECHNICS
Most Items in Stock!
Se Habla Español
From $299.00 Amplifiers
From $299.00 CD Players
From $39.00 Controllers
From $59.00 DJ Cases
From $99.00 Foggers
From $89.00 Mixers
From $59.00 Stands
From $89.00 Turntables
Mini-StarTec II
Vertigo
Mirror Balls
Sphinx 2
Mega Strobe
EL-1400
Quartet
Sunray
Aggressor
Hyper Moon
Mini-Gem
Avenger
7743 E. Garvey Ave. • Rosemead • CA • 91770 • USA

Q. *Where can I buy used lighting and sound equipment that's in good condition and at a fair price?*

A. Check any issue of *Mobile Beat*. A lot of DJs and clubs trade in their systems so they can upgrade. Most sound and light companies have 800 numbers.

Q. *I spin mobile country gigs. What's the best book on country dancing?*

A. Hillbilly Rick Meyer is a nationally known dance instructor who writes for *Mobile Beat*. He has also compiled an excellent book of country dances. (For information on his book, call (607-277-4326). There are a lot of dance instruction books available. Make sure the book you buy is one that you can comprehend.

Q. *Does sawdust make a dance floor slick?*

A. I wouldn't put it on my dance floor. Call a bowling and billiards supply store. Dance floor wax is the same as shuffle board wax. This wax is slick. Read the instructions before putting it down. If a dancer slips and gets hurt they can sue the club and the person that dusted the floor. It's a good idea to have a manager dust the dance floor. It will save a lot of grief if someone were to get hurt.

Q. *Every weekend our club has two or three fights and it's always over near the pool tables. Any ideas on how we can keep control?*

A. Pool tables bring in good money. However, sometimes the customers that use them can get out of hand. People go to clubs to have fun. When a club has fights this keeps customers away. I worked in a Top 40 dance club in the early 80's and we had some fights when the club first opened. To stop the problem we decided that all participants, right or wrong, would be hauled away by the police. Within a month, all our fights stopped.

'Til next time-Have a great holiday season!

Here it is!

You Know You Want It . . .

Numark

DM1100X

You Designed It

Top professional DJ's worldwide told us what they wanted in a scratch mixer . . . it's here . . . the DM1100X.

111 Dupont Drive • Providence, RI 02907 • Phone: (401) 946-4700 Fax: (401)946-5350

Out of the booth and on the road

by Dave Kriener

A bit of advice for club DJs enticed by the big money mobile biz

Just as club owners have misconceptions about hiring mobiles to work their booths, there is an even bigger perception that club DJs just can't cut it as mobiles. Especially when dealing with clients like a future bride and her mother!

In a case like this, appearance, knowledge, and salesmanship is everything. Just as a club owner wants a club DJ who looks, acts and smells like the crowd he wants to attract, a potential bride wants a DJ whose appearance won't embarrass her in front of her family and friends. For some club DJs, this means a major lifestyle change. The makeover may even include basics like shaving, grooming, getting a haircut and wearing a tux.

Once you ace the appearance thing, it is all about musical knowledge and your ability to communicate to a crowd. That old club attitude "my music speaks for me" just doesn't work for most mobile gigs. How well you can lead and motivate a crowd is just as important as your technical skills and musical knowledge. If you aren't totally comfortable "on-mic" you might be better off sticking to high school and college jobs, where your club skills will be more fully appreciated.

Schlock n' roll

Musically, the typical mobile playlist looks to some club jocks like the soundtrack from "Land of the Hokey." And while mobiles call this their "Money Music," few would argue that the typical party mix of oldies, country, big band, and everything in between, is less than bizarre. Being able to play such a wide variety of music is actually a nice departure from club music, and you just may have a great time doing it!

In a club, you are basically programming your music to a narrow demographic, like a 21- to 28-year-old crowd that wants to hear all the newest music. Mobile music programming is the opposite. Typically, what works at weddings and similar events is music that is instantly recognizable, even when the age spread is much greater. The bottom line is you have to please everyone, especially the bride or the person who is paying you.

How to make a smooth transition from club work to full or part-time mobile work:

1) Get in the loop. Check the yellow pages for a Mobile DJ service (or ask other DJs who they work for) and make an appointment to meet the owner. Most mobile services are always looking for new talent. This meeting is a very important first impression for your future potential boss.

2) Volunteer (no pay) to be an apprentice in the beginning and go to several events to see how they are run. Take a lot of notes on timing, delivery, programming, crowd response and execution.

3) Pay particular attention to the DJ's "patter." Good mobile jocks are not only good performers, but possess good timing and finesse. These qualities can't always be taught, and must become acquired through practice.

4) Learn the music and get to know the core songs (Mobile Beat's Top 200) that mobiles play every weekend. This "Money Music," along with your talents as an entertainer and your professional attitude is the foundation of your future and success as a mobile DJ. Your best source of future bookings is every event you play.

So how much can you make as a mobile? Armed with these tips, you may find that the pay propels you right out of the club all together!

David Kreiner is the owner of Southern California Music Service. Dave is a club consultant, and a supplier/retailer of 12" singles and CDs for Mobile DJs and nightclubs. To get his latest flyer with CD and 12" availability call 800-775-3472 or send e-mail to SCMSRECORD@AOL.Com

"Two Thumbs Up !"

By using the proper DJ console, it will enhance your total performance Guaranteed!

SS-1302

SS-1702

SS-12

SSR-4

SSR-4

SSR-4

MC8-6

TBR-9-17

SS-1601

SS-1902

Odyssey's own unique "Sliding Style" pat. pend. & combo cases designed specially for the today's mobile DJ/KJ industry. "Sliding Style" & combo cases are made to be super compact and yet built tough with the finest hardware & material available. "Sliding Style" cases are available to house cd, cassettes & even record player(s). Its hassle free set up & intelligent layout for ease at a glance operation, makes "Sliding Style" & combo cases perfect for today's busy mobile DJs/KJs.

MADE IN U.S.A.

ODYSSEY INNOVATIVE DESIGNS

"QUALITY IN CASES YOU CAN TRUST"

15025 BADILLO STREET, UNIT C, BALDWIN PARK, CA 91706
TEL: 818 813 0878 FAX: 818 813 9038

What the FTC is that?

tech talk

by George Mohr

Good day fellow DJs in Mixville, USA! I noticed that many of you were buying new amplifiers this year and were very confused with the specifications on them. Most of you seem to know what the distortion, or the frequency response specification means, but are bewildered by the many power ratings a power amplifier has. So let's talk about most of the power ratings you will encounter and the method used to get them.

Bridge-Mono power specification

Most amplifiers can have as many as eight different power ratings. Why so many? First, the load that is placed on an amplifier affects power output. Second, the test method the amplifier manufacturer uses can determine how an amplifier performs. The third is for whether or not the amp is run in normal stereo or bridge mono.

The first thing you probably notice when looking at an amp's power rating is that you can have two, three, or more different ratings. Most amplifier spec sheets give a power rating at 4 ohms and 8 ohms. Some amps can even go down to 2 ohms, but that is rare, and, in a moment, I will explain why. The term 4 or 8 ohms directly relates to the impedance of your speaker. This will determine which of the power figures the amp will use into your speakers. So you can stop looking for that 4 / 8 Ohm switch on the back of your amp, because you're not going to find it!

EIA vs. FTC

Look carefully at the table at the right and you will see two rows of power figures for this amp. The first column is labeled EIA @ 1kHz, the second FTC @ 20 to 20kHz. EIA and FTC are the two test methods used to measure amplifier power output. The EIA method gets an amplifier's power rating by using a single tone generated at 1,000 cycles per second. The FTC method, however, uses pink noise which covers the entire range of 20 to 20,000 cycles per second. Then the total *average power* is taken into consideration.

Which is better? The obvious choice would be the FTC rating, for several reasons. 20 to 20,000 CPS or Hz is the maximum range of human hearing. For the same reason, music (and speech) is not confined to one frequency (which is what you are going to use the amp for). Finally, and most importantly, an amplifier's performance varies with frequency.

So, if FTC is the better rating method, then why are amp manufacturers still using the EIA standard? Very good question, so why are you using vinyl instead of CDs? Most amp companies use the EIA rating because it still is a standard and many companies are still not giving FTC ratings. Why? Well, some reasons are legit, but sometimes an amplifier company can make their amp appear more powerful than a competitor's. Take a good look at the chart again. Notice that the average power of the amplifier is less for the FTC rating than the EIA rating. This does prove the fact that an amplifier's power varies with frequency. Some "lower class" manufacturers can use the EIA rating to hide a poor power output at low frequencies or a high distortion rating at higher frequencies. Another not so obvious but important detail that the FTC rating can point out is the lower impedance limit of the amp. This is very important. While an amplifier can pass an EIA test down to 2 ohms with flying colors, when the same amp is put to the grueling FTC test at 2 ohms, it overheats and shuts down. (Note that the amp in the table is not 2 ohm capable). Caveat De Emptor!! (buyer beware). Many companies and retail outlets say an amp is two ohm stable, when it is really not! Always check the FTC rating if you need an amp that has to perform at that low an impedance. Not sure? Or the spec doesn't say? Don't buy it!

Table 1—A Typical Amplifier Specification

Load	Stereo Bridged	EIA @ 1K HZ <.1 THD	FTC @ 20 to 20K Hz <.05 THD
8 ohms	x	275	215
4 ohms	x	400	375
2 ohms	x	475	—
8 ohms	x	800	700
4 ohms	x	825	—

Bridging a gap

A final point is the *bridge mono* output of an amp. This figure is roughly double the 4 or 2 ohm load into a single speaker and also doubles the power. What this means is if you run an amp that is 400 watts per channel at 4 ohms in stereo, it would be 800 watts into an 8 ohm load bridge mono. Be careful. Don't use any 4 ohm loads bridge mono, unless the amp has a 2 ohm FTC rating in normal stereo..

I hope this gives you some idea of what to look at when you purchase a new amplifier; and as always I will be here to help. I can be reached at Abracadabra the DJ Pro Shop at 1153 Deer Park Ave, North Babylon, N.Y. 11703. Phone (516) 667-2300. Join us next time when we discuss amplifier power vs. speaker sensitivity. See you all on the silver side of the CD!

Light action at heavy savings

Check out our unbeatable prices on these popular lighting effects.

Decker

- 20 multicolored beams
- Two lamps
- Sound activated
- Fan cooled

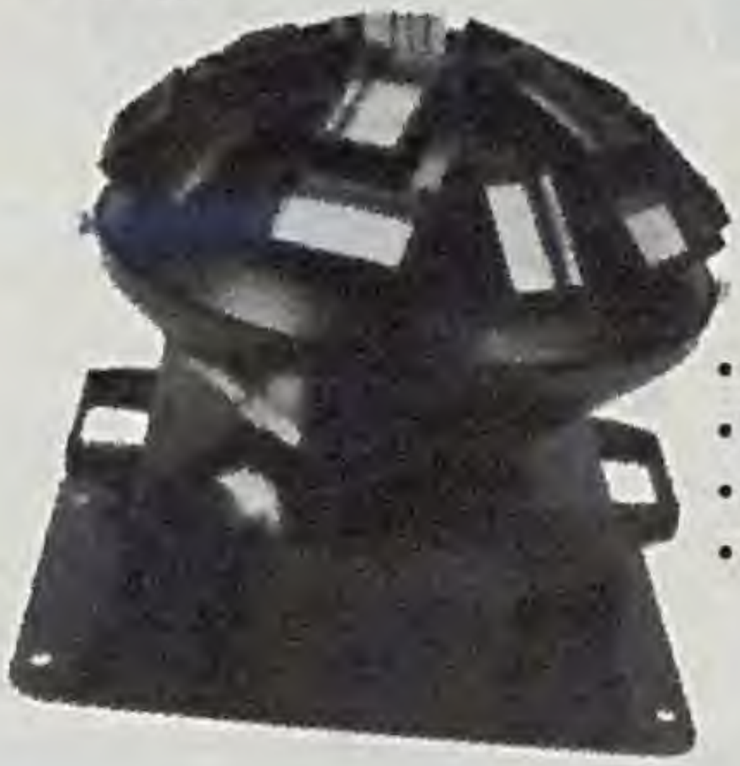
List $299 Our Price $134.99

- 40 multicolored beams
- Two lamps
- Sound activated
- Fan cooled

Double Decker

List $359 Our Price $169.99

The Storm



- 30 multicolored beams
- Two lamps
- Sound activated
- Fan cooled

List $379 Our Price $169.99

- 30 multicolored beams
- Sound activated
- Fan cooled

Pro-Jector

List $289 Our Price $129.99

BUY DIRECT AND SAVE!!

TOV LIGHTING

YOUR FIRST STOP FOR BIG SAVINGS

86 Rupert Avenue •Staten Island, NY 10314

718-761-3047 Fax: 718-972-8392

The Scoop

Party Power

MTX PWR112/PWR115/PWR215/PWRS15

By Bob Lindquist

Filling a room with club-like sound is a constant challenge when you need to keep your system small and portable. Until recently, the only way to get body shaking bass on the dance floor was for you (and two or three close friends) to drag around huge bass cabinets. They were big and bulky as a refrigerator and required the power of two or more amps to create the kind of physical pounding dancers have come to expect at a club. As a result, DJs with the bucks to spend on such a system were able to get the big gigs. The small to medium jobs went to the solo operators with single-amped two- and three-way systems.

While most of these systems were acceptable, they lacked the growl which could only come from a big box. And no matter how you set the EQ, being heard intelligibly over a room full of loud party guests was nearly impossible.

But speaker technology has been changing, becoming more efficient, more mobile! Companies like Bag End and E.V. have developed new and exciting ways of getting more bass from small cabinets electronically. Other companies have made it their objective to acoustically create loudspeaker systems that give DJs the kind of sound that's right for the job, at a price point most DJs will find irresistible.

Sensitivity

A speaker's efficiency, or sensitivity, is a measurement of how much sound you get out for each watt you put in. Folks in lab coats determine sensitivity by feeding the speaker a signal comprised of all frequencies at equal amplitude (pink noise), at one watt. The amount of sound produced is measured at a point one meter in front of the speaker and expressed in decibels (dB). The bigger the number, the better.

Test Bench

The following components were used in the product evaluation in this review.

Rack: Gem Sound AR 32
Mixer: MTX MX600
CD Player: Denon DN-2000F MKII
Amplifier: Ashly 1501
Equalizer: Ashly EQ

Voicing

Another important term is "Voicing." Every speaker is designed to sound a certain way under specific conditions. From my experience, the best DJ speakers are voiced for the worst conditions. While many pro sound speakers sound great in a listening room or small club, mobiles do most of their work in odd shaped halls with dreadful acoustics. The noise, chatter and clatter can drown out even the best sounding systems. A speaker that is voiced on the bright side will enable you to be heard and understood over the crowd. So while bass is often what DJs listen for when buying speakers, look for a balance of bass and brightness when choosing speakers you can really live with.

MTX tests the theory

Seeing the need to energize the high and low frequencies that normally get lost in the noise, MTX set out to create loudspeakers voiced to reproduce recorded music at high sound pressure levels with very low distortion. They start out with plenty of high-end bite and low-end boom so you can EQ just the right sound for each venue.

The new Power Series consists of three vented full-range models and one subwoofer, utilizing MTX die-cast woofers, compression drivers and front

radial horns. Titanium high-frequency drivers are used on the Power Series full range systems for maximum coverage. The horns produce clean vocals with a 90 degree by 409 degree dispersion.

Input connections are provided for 1/4-inch phone plugs (2), dual banana plugs or stripped wire leads. The enclosures are constructed of a tough, oriented strand board with vinyl covered baffles. The exteriors are wrapped in gray carpet, with reinforced corners, for durability and a clean look.

Power up!

At 56 pounds, the PWR112 is the smallest and lightest in the line. If you need a system small enough to fit in the trunk of a car, these are worth considering. Proper positioning of the handles makes it easy to carry both speakers at one time. Pole mounts are standard and it's a good idea to mount them at ear level. During our on-the-road tests we found the PWR112 a good match for typical small-to-medium size halls (under 250 guests). True to their designer's goals, bass guitar, synthesizers and drum cut through nicely on the bottom while vocals, including the DJ, came through cleanly on top.

The most popular speaker configuration with mobiles is the single cabinet two-way with a 15-inch woofer. MTX offers a hot rodded version of the 112 called the PWR115. It has a bigger, boomier box and is twenty pounds heavier but there's a 25 percent increase in power handling capability. The result is a deeper, throatier bottom end with a marginal gain in efficiency, all for a modest increase in price. The 115s are stand-mountable, but if you work solo, you may want to leave them on the floor. Give them a little breathing room and they'll get the job done with no problem.

Bigger

At the top of the line is the PWR215. Since these like to be played loud and with a power handling capability of 500 watts each, a pair would be great for any high school dance or frat party. For really big bookings, add a second pair of separate amps and blow their socks off.

The PWR 215s feature dual free breathing 15-inch active woofers in a 118 pound enclosure that's almost four feet high. Not the easiest set to lug around, but if you want to sound your best, it's the price you have to pay.

More bass

You can get still more bone rattling bottom simply by adding the PWRS15 sub-woofer. Even if you are happy with your current speakers, this could be the bass trick you've been looking for. Get a pair (start with just one if you like) and run them off a separate 200- to 350-watt mono amp. The PWRS15 is designed to stack neatly with the PWR115 or the PWR215. The enclosure is relatively small, but the bass is BIG. I tested out these subs in tandem with the PWR112 powered only by an Ashly SRA 120 amp. This is not a high-powered amp by far, supplying just 60 watts to each side. Yet there was no problem getting sufficient sound (for a small hall), with plenty of whoomp. While I would not recommend playing a big hall with such low power, I was impressed to see that the PWRS15 subs came alive with such a small jolt. In addition, the subs are tuned with a sweet spot around 100Hz, right where the bodies on the dance floor will feel it most.

Wrap up

The four new speakers in the MTX Power Series offer excellent performance at a price that should please even a novice. In addition to being well made and highly efficient, they require minimal effort to move around. While MTX speakers are well established in car audio, DJs have only seen the name on amps and mixers. Whether the company will have a similar impact with their DJ speaker line is yet to be seen. But if you build your systems based on the specs or gut-feeling, these deserve to be among your prime contenders.

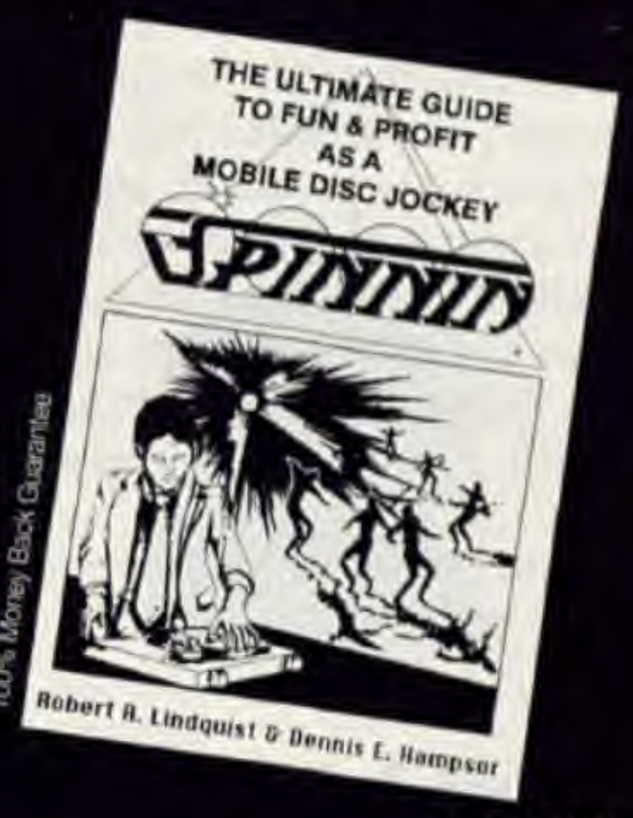
SPECIFICATIONS

Model Number	PWR 112	PWR 115	PWR215	PWRS15
Subwoofer Diameter:	(1) 12"	(1) 15"	(2) 15"	(1) 15"
Type	Full Range	Full Range	Full Range	Subwoofer
Freq.Range:	39Hz-18kHz	30Hz-18kHz	32Hz-18kHz	35Hz-145Hz
Impedance	8 ohm	8 ohm	4 ohm	8 ohm
Sensitivity (1W/1M):	95dB	96dB	97dB	98dB
RMS Power Handling:	200W RMS	250RMS	500RMS	350RMS
Peak Power Handling:	800	1000	2000	1400
Crossover Frequency:	1.8kHz	1.8kHz	1.8kHz	N/A
Maximum Peak SPL:	124dB	126dB	130dB	129.5dB

Weight/Dimensions (HxWxD)
PWR112: 56 lbs./ 25 1/2" x 17 5/8" x 13 7/8"
PWR115: 76 lbs./28 3/4" x 22 3/4" x 17 5/8"
PWR215: 118 lbs./47 3/4" x 22 3/4" x 17 5/8"
PWRS15: 76 lbs./28 3/4" x 22 3/4" x 17 5/8"

Suggested Retail Price
PWR112: $499 PWR115: $549
PWR215: $749 PWRS15: $399

MORE JOBS!
MORE MONEY!
MORE FUN!


THE ULTIMATE GUIDE TO FUN & PROFIT AS A MOBILE DISC JOCKEY
SPINNIN'
100% Money Back Guarantee
Robert A. Lindquist & Dennis E. Hampsar

Over 250 pages
HEAVILY
ILLUSTRATED

The Ultimate Guide to DJ Success!

SPINNIN' 2000 explains in detail . . .

PRO SOUND AND LIGHTING EQUIPMENT
MIXING TECHNIQUES
BUILDING A SOUND SYSTEM
ASSEMBLING A MUSIC LIBRARY •
PERFORMING AT WEDDINGS AND OTHER FUNCTIONS •
MANAGING A DJ SERVICE
TRAINING OTHER DJS
CONTRACTS AND BOOKKEEPING
ADVERTISING YOUR SERVICE
GETTING JOBS
AND MUCH MORE!

To Order: Send $19.95 plus $3 postage (add $5 for hardcover version)
Send check or money order with name and shipping information to
Spinnin' Pro DJ, P.O. Box 5,
East Rochester, NY 14445.
NY Residents please include sales tax.

Jingle Bells? No, just Jingles

Imagine being able to lead a wedding crowd through all the festivities, announce your requests, toss in some one liners, say goodnight, and never have a word come out of your mouth? Or spin in a club where your music set intros and plugs for nightly specials were there at the push of a button?

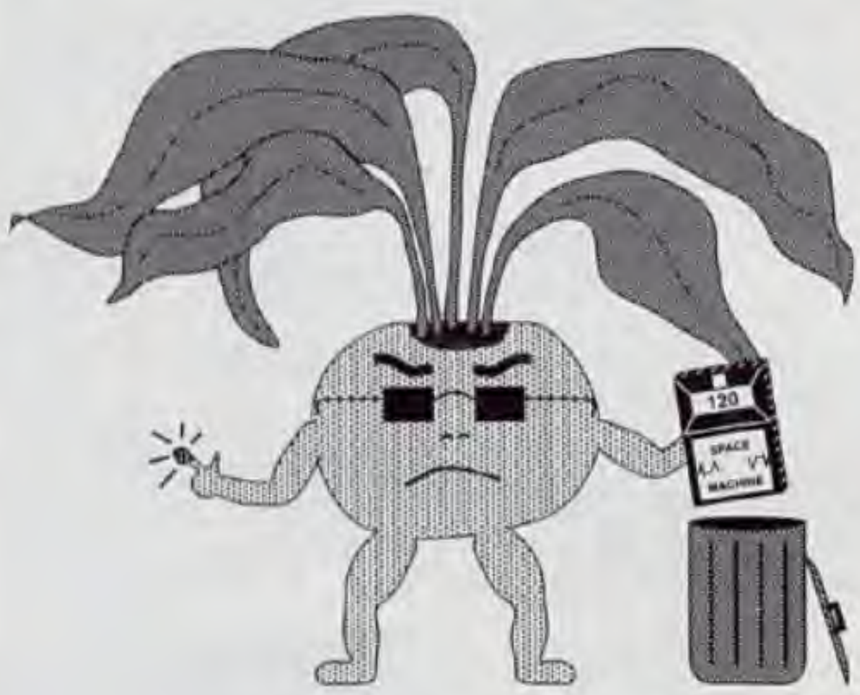
With the Ultimate DJ Jingles and Moffett HotDrops Volumes 3 & 4 you can do just that. With roots in Top 40 radio, Jingles are the classic way to slide in the station's call sign in and out of the music. So it should not be unusual at all to expect these collections of vocal drop-ins, sound FX, sweepers and beats would be of use in a mobile or club application as well.

Each disc consists of 99 or more 4 to 20 second zingers, sound effects and one liners that run the gamut. The Ultimate series, produced in the UK, has a marked British flavor, with seven individual discs, including one disc(#6) devoted entirely to Christmas and New Year's . The new Moffett release #3 contains more dance intros and DJ puns, while #4 is an all occasion disc with a spotlight on special anniversary, birthday, class reunion, and wedding blurbs.

We recently took the discs on the road to try them out. Overall, they can produce some humorous results when used at the right time with the right crowd and, in some cases, add a sense of dynamics to your show. We highly recommend the use of a sampler or third CD player because it takes a bit of practice to master the use of these "audio props" and they could easily backfire and really turn off the crowd. It is best to review the cuts beforehand, and, like you match your music with the crowd, make the most appropriate use of these 891+ sound bites.

For more information on Ultimate DJ Accessories CDs, distributed in the US through BMP Productions, call (215)947-6935; for Moffett HotDrops, call Moffett Productions (713)440-0044.

It shouldn't hurt to keep the beat...



We've got the cure!

the BEATKEEPER

Finally there is a machine that truly empowers you to do a better mix, without sore fingers: the Beatkeeper by Advanced Audio Concepts. The Beatkeeper is a rack mountable, dual automatic BPM counter that visually cues you to make a slammin' mix, each and every time.

The Beatkeeper goes far beyond merely calculating the beat. . .

- Automatically starts on a strong downbeat.
- Indicates when you've matched the tempos and aligned the beats of two songs.
- Warns you if the beat begins to drift, long before your audience will ever hear it.
- Shows you how to get drifted beats back on track.
- Easily mounts in the smallest of rack spaces. (19" L, 13/4"H, 21/8" D)
- Perfect for the novice DJ or the most skilled mixer.

Hearing the beat is fun.
Hearing, feeling, and seeing the beat is Disc Jockey Nirvana.

For ordering information call toll free 1-800-281-5961

Easy transport for your CDs?

4X storage capacity over jewel boxes

Call 1-800-992-8262

to order or for a FREE catalog

In Canada: ERG 1-800-465-0779
or Impex 1-800-563-3656

Safety-sleeve

UNIVENTURE
P.O. Box 28398 · Columbus, Ohio 43228
FAX (614) 793-0202

The World's LARGEST DJ Store!

PARTY FOGGER

This little work horse puts out 700 watts of fog and comes with a remote. List $ 229.00

Sale $129.00

FJ-1 Fog Fluid Gal. $30.00

NEW!

CT. DJ & Nightclub Supply, Inc. Presents

"THE LUMINATION SERIES"

"BOOBY HATCH"

Projects 30 Multi-Colored beams of light that move to the beat!

"SWINGER"

16 Multi-Colored beams of light that move to the beat!

Your Choice Only! $159.99 While they last!

"OZ"

Projects rectangular beams of multi colored light to the beat!

Sale Price $219.00

gemini

VH-180M

- Total accuracy up to 150 feet
- Exclusive "No Distortion" circuitry
- Available in 8 channels
- Unidirectional dynamic Mic.
- Battery life 12-16 Hrs

List Price $289.00

Sale Price $199.99

LAMPS

CTDJ stocks lamps for all types of fixtures with the *lowest price anywhere!*

Call today!

Committed to 100% Customer Satisfaction since 1979!

CONNECTICUT

DJ & NIGHTCLUB

SUPPLY, INC.

the DJ SuperStore

VISA · DISCOVER · MasterCard · C.O.D.

If you don't see it Just call! We carry Everything!

110 Republic Drive
North Haven, CT 06473

Vestax Turntable

NEW!

Concord Pro

Great For Scratching !
The best cartridge on the market !
List $ 159.00

Sale Price $ 79.99

Beatkeeper

NEW!

The First rack mountable beat counting device that actually synchronizes to the music!
Now with the Beatkeeper you can hear, feel, and even see your beat mixes as they occur!

Sale Price $319.00

Sampler

NEW!

This portable digital sampler has 10 seconds of memory along with 2 loop banks. Complete with volume and pitch!

Sales Price $249.99

Save BIG on CD Cases

CD120 $99.00
Holds 120 CD's

CD180 $129.00
Holds 180 CD's

CD300 $189.00
That's right you guessed it
Holds 300 CD's

***HUGE* CD department specializing in Compilations & CDG's!**

Order Toll FREE! 1-800-552-4478 In CT (203) 230-2449

Photo courtesy KLS

Higher intelligence

Taking mobile lighting to the next step

By Robert A. Lindquist

As we discussed in Part One of this feature (*MB* #28 - Oct/Nov), the purpose of a mobile light show is to create the kind of atmosphere that motivates people to toss their inhibitions to the wind and party like it's 1999. Nothing excites a dancefloor more than movement. Multi-colored beams and cones of light sweeping and swirling across the floor can create a three-dimensional "otherworld" where dancers totally lose themselves in light and sound.

While par systems and flower effects go along toward helping create a club-type atmosphere, projectors and semi-intelligent lighting systems can take your mobile lightshow to exciting levels beyond your imagination.

Projectors

Any effect in which the light source projects an image or pattern is a projector effect. This is unlike a moonflower effect, where the image is reflected off a mirror disc behind the light source. As the name implies, projector effects work much in the same fashion as a moving picture projector, except, instead of projecting an image from film, the source of the projected image comes from "Gobos," which are thin metal discs, roughly the size of a half dollar (some much larger), with a die cut image (see diagrams). Light from the lamp shines through the image, passing through an optical system to project that image on a flat surface.

One of five gobo patterns standard on Meteor's clublight 250

At the basic end of the projector scale are colorchangers. Inside a colorchanger the light source shines through a colored gel or dichroic filter. The colored light is then projected as a round spot of colored light. In many mobile applications, colorchangers can be used in place of par lighting. The advantage is that, rather than a bright flash of light, the result is a tight circle of even intensity. A single colorchanger can add a new dimension to a bride and groom's first dance, adding an air of sophistication. And when two or four colorchangers are positioned to each side of the dancefloor, the effect is nothing less than stunning. Colorchangers normally cannot cover an entire dancefloor the way par cans can, and while the color is superb, the intensity fades as the distance increases. The coverage area also expands with the distance. To get the best effect, colorchangers need to be distant enough from the subject to project a good sized circle, yet not so far that the intensity begins to diminish. Three popular mobile colorchangers include Tracoman's RoboColor (by Martin), American DJ's Colortec and the Spectacolor from Ness.

Adding Gobos

Next up the projector spectrum are those effects which utilize gobos to give the projected light a specific shape. Effects such as American DJ's Gobo Spot 1 and Gobo Spot 2 are relatively simple effects which can be used to project a variety of shapes and objects on a wall or ceiling. While gobo projections are used extensively in theatrical presentations, they have an application for mobiles as well. Images of palm trees, for example, can be used to liven up the surroundings of a Hawaiian party. Gobos with a DJ

If you haven't seen KLS yet...

*$499.00
m.s.r.p $798.00

*$349.00
m.s.r.p $498.00

All products are backed with a one year warranty!

*$469.00
m.s.r.p $749.00

Products that are made in the U.S.A.! Products Call KLS Electronics with superior optics and richer colors. for a dealer near you Products that don't cost a fortune. 313-425-6620 Products with non-stop performance!

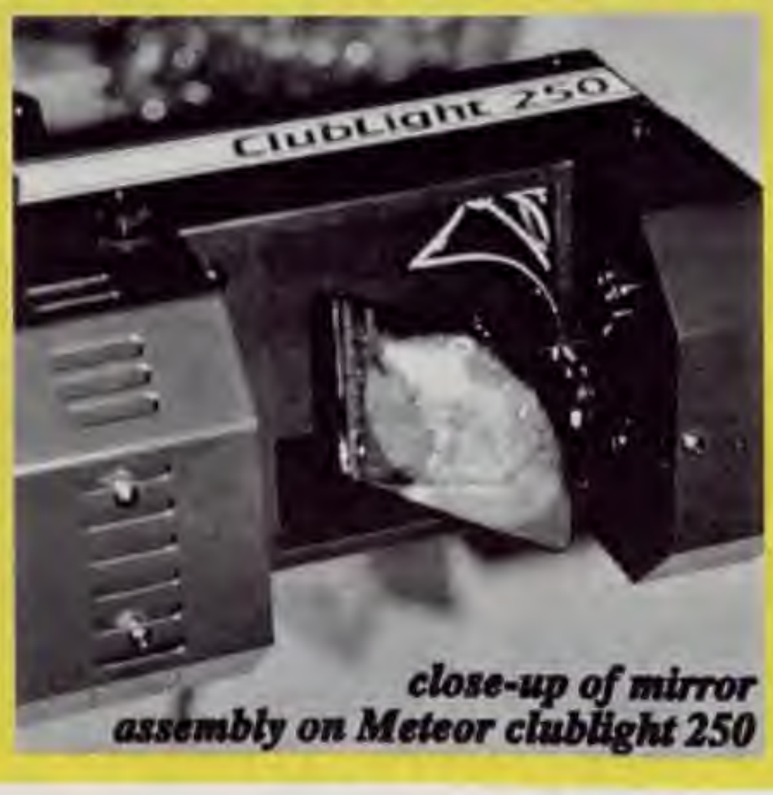
KLS

*Limited time offer, dealer pricing may vary

non-stop performance!

YOU will!

The Clublight 250 from Meteor features 7 dichroic colors (plus white), 5 gobos, strobing, dimming, an internal microphone and four sets of built-in "set it and forget it" programs. Movement is X/Y for a sweeping effect. In stand-alone mode, colors and gobos change at random with the music or can be run from any controller supporting DMX. **Lumina**, also from Meteor, is a unique new effect that combines 9 rich dichroic colors (and white) with 10 interchangeable gobos in a single unit with full electronic dimming, strobing, frosting, split colors and rotating prisms. It can also be used with fiber optics, and a removable front head exposes a barrel shaped mirror. Both effects are designed and built in the USA.



close-up of mirror assembly on Meteor clublight 250

company logo can be special ordered and projected on the walls or ceiling at each job. This is a much more effective way to promote on-location than with just a standard DJ banner.

Spinning Wheels

Projectors are also used to cast moving colors and images. This is done by positioning a rotating wheel within the optical system. Patterns and images painted on the glass wheels project onto walls and ceilings, and appear animated as the wheel turns. Oil wheels create everflowing swirls of color reminiscent of the psychedelic sixties, but with a nineties flair. The wheels can usually be changed easily adding variety to the show. Topping the list of user-friendly, affordable wheel-type projectors is Meteor's Probeam 75 (an updated version of the 150).

Smart lights

Semi-intelligent (as well as intelligent lighting) takes the projector concept to the next level by adding 360 degree movement of the projected beam, and sound activated programs which automatically change colors and gobos. As a motorized mirror mounted at the point furthest from the light source moves up and down, back and forth, the beam will twist and turn. With the addition of an on board microphone, the movement of the beams, along with the changing colors and shapes, follows the beat of the music. Some popular examples are American DJs Startek, Meteor's Clublight 250, the Cone scan and auto scan from KLS, the Syncrobot from Optec (Ness) and Clay Paky's MiniScan.

"THE BEST LIGHT SHOWS EVER!"

WHEN YOUR SHOW DEPENDS ON IT, DEPEND ON US.

"SINCE 1973"
(303) 429-0418

CSL
COLORADO SOUND N' LIGHT Inc.
7301 N. Broadway - Denver, Co 80221

VIDEO TAPE AVAILABLE

American DJ's Barrel Ray and Ricochet

American DJ's Ricochet projects a single, relatively narrow beam. The beam is deflected by a mirror secured to a flexible mount. The mirror flip flops to the beat of the music causing the beam to gyrate wildly around the room. In addition to the motion, a slow moving color wheel changes beams from red to green, purple, blue, yellow, orange and white. An on board fan and microphone with sensitivity control are standard as is a special protective grating over the mirror. Ricochet is truly a hyperactive effect, designed to be most effective in a club setting. For maximum results, run two, or possibly four units simultaneously.

Barrel Ray and Hide & Seek are two new products from American DJ made in the USA. Barrel Ray features a barrel shaped mirror for fast sweeping action. The 8 dichroic colors change as the mirror moves with the beat of the music via an internal microphone. The mirror moves up, down, and across while spinning. A switch changes the action of the mirror to create split beams.

Hide & Seek is a lot of dancefloor fun in a small, easy to pack, box. It's a double flower effect that projects a dual spray of dichroically colored beams. As the rotation of the foreground beams start and stop with the beat, a background spray of beams echoes the movement, at times disappearing and reappearing, hence the name. To get the best results from the effect, save it for occasions when you can use fog. Weighing just 10 pounds and designed to work easily into a mobile or club light show enhances the value of this effect.

While semi-intelligent lighting is without a doubt the best way to go in building a mobile light show, there are some drawbacks. First, in order to make it work with the crowd, you need at least two lighting units or "heads." If you really want to dazzle the crowd, four is a minimum. And don't forget, you also need a controller. At over $600 per lighting head (the low end) this adds up real quick, so unless you have a slate of high end jobs already booked, it could be awhile before the system pays for itself. Secondly, you really need to excercise extra care in transporting these systems. The lamp and mirror assemblies can be damaged if abused, however this is an area where improvements in design are being made with each new generation.

@PSTAIRS RECORDS
2968 AVENUE X DEPT M BROOKLYN, NY 11235
TOLL FREE (800) 976-9731
IN N.Y. CALL (718) 332-3322 24 HOUR FAX (718) 332-6232
Email: sales@upstairs-records.com WWW http://www.upstairs-records.com
TURNTABLES
Technics
SL-1200/1210
Technics Quartz Turntable features high torque & quick start, quartz drive, feather touch start/stop button, heavy duty aluminum platter, adjustable weights on tone arm, S shaped tone arm, anti-skating control, high torque motor, removable headshell, slide pitch control (+/-8), dust cover
IN STOCK
STANTON
TRACKMASTER AL-1
The "AL" series is the ultimate for scratch mixing. It delivers precise groove and maximum record protection. The Trackmaster needles screw right on to any DJ turntable with an "S" Shaped Tone Arm.
$79.95
CD PLAYERS
DENON
DN-2000F MK2
The "World Famous" Denon DN-2000F is a 2 Piece Rack Mountable unit, the control unit can be placed in a DJ Coffin, and the transport unit can be mounted in a rack case. It features: Instant start, pitch control, +/-8% or +/-4% cue button, pause control, pitch bend, dual 18-Bit D/A converters, 8 times oversampling.
CALL FOR SUPER LOW PRICE
GLI
DC-4000
GLI's newest 19" dual CD player features: instant start, cueing with search (1/100 of a second), selectable pitch control (+/-4%, +/-8%, +/-16%), and pitch bend. It's seperate controller and player make it ideal for DJ applications.
$549.95
MICROPHONES
SHURE
BC 1.0
The BG1.0 is ideal for general use, or for the musician who plays at home "just for fun". It can be set for either high or low impedance operation, making it compatible with almost any microphone input found on a mixer or portable studio. Includes a vinyl zippered carrying bag. Freq Response: 80Hz-12kHz.
$49.95
SM-58LC $109.95
gemini
VH-190M
The VH-190m is a hand held true diversity wireless package. It features dual antennas that pick up the frequency & select the strongest signal. Range is 100 meters & 225 meters in open area. Available in 8 channels and comes with a Vinyl carrying case.
$219.95
MIXERS
MX
MX-1550
The 1550 features: 3 Phono (Switchable to line), 1 Line and 2 Mic Inputs; Crossfade curing system; Assignable and replaceable crossfader; 9 Band EQ, LED VU Meters.
CALL FOR LOW PRICE
gemini
MK-707
$649.95
LIGHTING
American DJ
AVENGER
VERTIGO
YOUR CHOICE $139.95
Martin
WHEELER
The Wheeler uses a bright 300W halogen lamp to create 4 directional beams. The lights change colors 14 dichroic colors plus white) via it's internal color changing system. Features sound activated mirror drums that move back and forth to the beat of the music.
$374.95
CASES
ODYSSEY
PR-200W
Made exclusively for Upstairs Records with wheels for easy transport at No Extra Charge! It's a black carpeted wood case with recessed hardware. Holds 200 records. It's chest like design, 2 recessed spring handles, and 4 wheels makes transporting your records an easy job.
$99.95
@PSTAIRS RECORDS
CD CASE
This CD case will hold 120 compact disc in their cases and over 500 compact disc out of the case. Makes carrying your CD's a dream. Comes in a black finish built to last.
$129.95
EASY ORDERING INSTRUCTIONS: If you are ordering with a major credit card please call our store directly. If you wish to order with a check or money order, please include your name, address, daytime phone number and the items you would like to purchase on a piece of paper. Money Orders clear overnight, however personal & company checks will delay your order 2 weeks for processing. All orders we do not give refunds, we do have a 30 Day over the counter exchange on most products purchased. Cartridges/Needles & Special Ordered Merchandise will not be accepted for exchange. For more details please call or write our Customer Service Department. For Shipping, Handling & Insurance please add 5% of your total with a $5.00 minimum (If your order is $100 or less then your total shipping charge is $5.00) APO & FPO addresses please add 10% with a $10 minimum. Foreign addresses please add 15% with a $15 minimum. Please call for charges for Air Shipping, and Heavy & Large Merchandise (speakers, coffins, cases). We are now on the Internet! Our address is sales@upstairs-records.com. Prices in this ad are subject to change without notice. Copyright 1995 Upstairs Records, Inc.

For more information, contact:

American DJ Professionals- 4295 Charter St, Los Angeles, CA 90058 (800)322-6337
American DJ Professionals-Canada (416)299-0665
Cantek Metatron-19 West Water Street, Canonsburg, PA 15317 (800)852-0037
Colorado Sound and Light-7301 N. Broadway, Denver, CO 80221 (303)429-0418
DJ*USA (Ness)-111 South State Street, Hackensack, NJ 07601 (201)646-9522.
ETA Lighting Systems-1532 Enterprise Parkway, Twinsburg, OH 44087 (216)425-3388
KLS Electronics USA-27599 Schoolcraft Road, Livonia, MI 48150 (313)425-6620.
Lightcraft- P.O. Box 1670, Center Harbor, NH 03226 (603) 253-7217
Litequest by Gemini-1100 Milik Street, Carteret, NJ 07008 (908)969-9000.
Martin (Dist. by Tracoman)-3015 Greene Street, Hollywood, FL 33020 (818)543-3278
MBT-P.O. Box 30819, Charleston, SC 29147 (803) 763-9083
Meteor-8000 Madison Pike, Madison, AL 35758 (205) 461-8000
Theatre Effects Inc.-642 Frederick Street, Hagerstown, MD 21740 (301)791-7719
TPR Enterprises, Ltd.-644 Fayette Avenue, Mamaroneck, NY 10543 (914)698-1141

Similar in exterior appearance, the Cone Scan and Auto Scan from KLS are two new American made effects which combine smooth X/Y movement with gobos and dichroic colors. Cone Scan uses a bright 400w EVD 36V lamp to create an intense and hypnotizing moving tunnel effect, enhanced greatly with light fogging. Auto Scan has 6 dichroic filters (plus white) for ultra rich colors and five gobos that change to the beat of the music. Both units are sound activated via internal mics and are fan cooled.

Pro Mix
AUDIO & LIGHTING
"We don't want you satisfied...We want you THRILLED!"

HUGE SELECTION!
GREAT PRICES!

PHONE FREE
24 HOURS A DAY - 7 DAYS A WEEK
800-4-PRO-MIX
CALL NOW FOR YOUR FREE CATALOG!
DISCOVER VISA MasterCard CHICAGOLAND AREA CALL: (708) 298-8855
1684 SOUTH RIVER ROAD, DES PLAINES, ILLINOIS 60018

Putting it all together

With your goal being to build the ultimate mobile DJ lightshow, design your system around par cans, a controller and tripod stands. As most effects are truss mountable, you can mount almost any effect to an arm off the stand. As your lighting system grows, you may wish to add trussing or a cross bar between the two stands. The object is to keep the effects up high enough so the beams have plenty of room to move while not constantly hitting the dancers in the eyes. If you use fog, which enhances gobo type effects but is not necessary, use it sparingly. The result should be just a light haze in the room. With proper planning and design, a mobile lightshow can remain light, portable and inexpensive. So, as with all your other DJ gear, shop around. Look for the best prices, but more importantly, consider service after the sale. While most lighting effects can take a surprising amount of abuse on the road, they can break. Consider cases for your effects, especially those with exposed mirrors, and always carry at least one spare fuse and extra lamp for every effect.

You Want It? You Got It!

We've not only got what's new... We've got what's next!

THIS MONTH'S SPECIALS!

American DJ

AVENGER
LIGHTING EFFECT
$197.-

QSC

850W AMP
425WPC @ 4 OHMS
$429.-

DENON

DN-2000mk2
DUAL CD PLAYER
$CALL

ODYSSEY
CASES

100-DISC
CD CASE
$49.-

DJ GEAR

Denon DN-2000mk2	CALL FOR
Denon DN-2700	OUR LOW
Denon DN-600	PRICES!
MTX MX-600	ALWAYS
MTX MX-350	IN STOCK!
MTX MX-250	CALL
Technics SL-1200mk2	IN STOCK
Stanton Trackmaster AL-1	$87.00
Stanton 680EL	69.95
100-disc CD case	49.00
Single 1200 case	109.00
DJ coffin-style case	199.00

SOUND

QSC USA-850 amp	$429.00
QSC MX-1500a amp	CALL
Ashly FET-2000 amp	599.00
QSC MX-3000 amp	CALL
Shure SM-58LC mic	107.00
Shure SM-57LC mic	97.00
Shure wireless	from 249.00
MTX PWR-115 speaker	CALL
Phonic PCL-3200 comp/limiter	199.00
Aphex Aural Exciter	199.00
Sony TCD-D7 DAT	597.00
Lexicon JamMan sampler	349.00

LIGHTING

Martin Pro812 Roboscan	CALL FOR
Martin Pro518 Roboscan	OUR LOW
Martin Pro218 Roboscan	PRICES!
ADJ Avenger effect	$197.00
ADJ Aggressor effect	257.00
ADJ Vertigo	197.00
PAR36 pinspot w/lamp	18.95
Martin Starflash Dichro	189.00
ADJ FogHog fogger	157.00
Atmospheres fog juice, 2.5 gal	89.00
Lycian Clubspot follow spot	597.00
Martin MagPro 2000 fogger	CALL

VIDEO

Zenith PV-851 projector	$2597.00
Seleco SVT-130 projector	CALL
Seleco SVT-190 projector	CALL
100" electric screen	695.00
Ceiling TV mount (up to 25")	149.00
Panasonic HIFI VCR's	from 299.00
Panasonic WJ-AVE7 mixer	CALL
SharpVision projectors	CALL
Pioneer LaserDisc players	CALL
Sony VCR's	CALL
Panasonic Direct-View TV's	CALL
Pioneer LaserActive	399.00

SOUND IDEAS

Call for your copy of the Sound Ideas 1995 catalog- we have everything for the mobile DJ and nightclub!

TO ORDER: 1-800-543-6434

Showroom: (614) 263-3720 We ship UPS COD or prepaid!

VISA - MASTERCARD - DISCOVER

Hours: M-F 10am-7pm, Sat 11am - 6pm EST

3671 Karl Rd. Columbus, OH 43224 FAX # (614) 263-1823

All speakers are priced each. Sound Ideas is not responsible for typographical errors. Prices and specifications subject to change without notice.

Fail to Plan... Plan To Fail

Marketing Strategies for DJs

by Blaine S. Greenfield

Last time, we talked about the importance of establishing a pricing policy, based either on pricing low, shooting for a higher volume, or pricing high with the expectation of booking fewer jobs. You may be able to accomplish the former by operating several smaller systems while the latter may require bigger sound, lights and interactive DJs. Either approach can work but there are certain factors that can help you decide which is the right strategy for your business.

Define your pricing objectives

These objectives should tie into your overall marketing and business goals. For instance, do you wish to maintain your current market share, or is your objective to build your business? Are you looking to maximize profits or going for return on investment? Do you want to meet and beat the competition, introduce new services, increase sales, or some combination of all of these?

Establish price ranges

This can get complicated so you may wish to talk with your accountant or financial adviser. Another possibility: Consider taking a basic accounting course at a local community college. Regardless, you need to consider the following three questions when setting these ranges:

1) What is your break-even point? This is the low end of your acceptable range, as you must at least meet your expenses before you make a profit.

2) What are your profit goals? If these can't be reached, then you might want to rethink your marketing.

3) How do your target markets view your DJ services? This is where your surveys, questionnaires and market research come into play. All this information will help you determine the most you can charge.

Define pricing strategy

You don't have to follow your competition, but it is essential to know what others are doing. You may wish to consider setting prices above your competition if your market is not sensitive to price changes or your reputation for service exceeds that of other DJ firms in the market. You may wish to consider setting prices below your competition if your market is sensitive to price changes, you're new to the market and/or your business is small enough that a lower price won't cause your larger competition to start a price war.

Be flexible

You can always, of course, charge the going rate for your area. This is probably the most common method because it is so simple. It takes no real thought. It also is almost totally ineffective because it removes any thought from the pricing decision. A much better approach is to set firm price ranges for whatever services you offer, but also keep an eye open for competitive moves. You must check constantly to ensure your prices serve both your profit and other marketing objectives. It is imperative you don't just slap one price on everything you do and refuse to change it when conditions change.

Questions to ask

When setting your pricing policies, try to get factual answers to as many of the following questions as possible:

Estimating demand: Do your customers expect a certain price range? What is the balance between price and quality in your market?

The competition: What are your competitors' pricing strategies? Is your policy to sell at a higher price, lower price or the same price as your competition—and why? How do your competitors respond to your prices?

Pricing and market share: What is your present market share? What are your market shares goal? Is your organization capable of reaching your market shares goals—or will you need to seek out staff and/or other resources?

Strategy : Will your pricing help you gain new business? Are your strategies consistent with broader economic trends?

Contest Update

In the last issue, I announced a new contest wherein we asked readers to submit their best ad(s). Already I have received several entries, and I will start announcing winners in our next column. Remember the rules: To enter our first annual Advertising Contest, all you have to do is send me a copy of what you consider the best ad you ever ran. (Sales letters also count.) If possible, include the type media—newspaper, yellow pages, direct mail, etc.—that the ad ran in and any results that you gained from running the ad. Make sure you include your name, phone number and address so I can send you a prize and mention you in these pages.

Blaine's Bullet

For this month - Our final winner in our Great Marketing Idea contest is Ken Novak with Going Thing Music in Horsham, Penn. Ken took me up on my offer that I make at the end of each column - he called me (others have written, sent faxes, etc.). He wanted to know if I could mention in my marketing classes that he is looking for DJs for his firm.

When and if you have openings, develop a simple flyer that you can send to all local community colleges, four year colleges and vocational-technical schools. Make it camera ready so all the school has to do is post the flyer. Most schools will do just that. In addition, don't send one flyer, send several to such departments as: placement office, music, business, student activities, and the campus radio station. Even consider the possibility of setting up a booth on a day in which other employers are recruiting. This usually costs you nothing.

Blaine Greenfield is head of Blaine Greenfield Associates and a professor at Bucks Community College. He is available as a consultant, trainer and speaker. He will answer all requests for information. Write to: 283 Bolton Road, East Windsor, NJ 08520. Call (609) 443-3781 or fax (609) 426-0246 or e-mail Greenfieldb@bucks.edu.

Totally Cool.

PowerLight Amplifiers from QSC are cool to the core.

They're possibly the best sounding amps that QSC makes. *Exactly what you want from your power source:* wide, dynamic range with crystalline highs, full, round mid-range and a very fat but clean low end. PowerLight amps are extremely efficient. They'll drive your speakers better than they've been driven before. Even at 2 ohm loads.

PowerLight Amps also sound great because of *what you won't hear* —rattle and hum. These amps have remarkably low distortion due to improved output circuitry. And the noise typically associated with transformers is completely absent.

These are the only light amps that won't interfere with your wireless mics. *No static and no loss of radio signal.* PowerLight Amps meet all RFI and FCC requirements in the U.S. and EMC requirements in Europe.

PowerLight Amps run very cool, even when the performance is very hot...even in the middle of summer. The high aspect ratio aluminum heat sink was designed with the maximum possible surface area to absorb and dissipate heat aggressively. Variable speed fans blow it away on demand. (And signal muting kicks in when things get extreme to prevent shutdown.)

PowerLight Amplifiers from QSC—the best sounding, most advanced package of power technology available. And, at a cool 18 pounds, you can put them wherever you need them without sweat. And that's cool. So, pick some up from your QSC Dealer. When you purchase throughout 1995, you'll receive QSC's extended warranty at no additional cost, for a total of six years coverage.*

Call QSC for more information at 714-754-6175.

LOAD IMPEDENCE	PowerLight 1.0	PowerLight 1.4	PowerLight 1.8
2 OHM*	500 Watts	700 Watts	900 Watts
4 OHM**	300 Watts	500 Watts	700 Watts

*1 kHz, 1% THD, TYPICAL; **20 Hz to 20 kHz, 0.1% THD

QSC® AUDIO

*If you purchase PowerLight Amplifiers by 12/31/95 you will receive QSC's 3-Year Extended Warranty in addition to the 3-Year Standard Warranty.

PowerLight is a trademark and QSC is a registered trademark of QSC Audio Products, Inc. 1675 MacArthur Blvd., Costa Mesa, CA 92626-1468 (714) 754-6175 FAX (714) 754-6174

In the City Built on Rock N'Roll

On the road with Cleveland's Marino Brothers

PROFILE

Back row (l-r): Steve Lanza, Clint Lahrmer, Jim Channel, Dave Incorvia, David Carpenter. Front row (l-r): Vince Capocci, Tim McGuiness

DJ Dave Incorvia was lucky to be in the cross fire of one of the most exciting things to ever happen in the music industry—the opening of the Rock 'N Roll Hall of Fame, which has put Cleveland, Ohio, in the spotlight. Finally, a place where music fans can enjoy tributes and recognition for some notable artists and performers who have brought us great rock 'n' roll music over the years, while creating some interesting opportunities for Incorvia, owner of Marino Brothers DJ Service.

One of the Marino Brothers' more unique venues is a large ship docked right next to the Rock Hall of Fame. The ship can hold approximately 900 people. From May 1 through October 1, the Marino Brothers perform on the ship as many as five nights a week. "Every Wednesday and Friday we do a happy hour charter from 5:30 P.M.-7:30 P.M., Incorvia says. On Fridays, the ship reloads and we go out again at 8:30 P.M. for a dance cruise. On Saturdays, there is a dinner dance cruise."

Because Marino Brothers has a contract with the ship, they also get all the private charters, which is how they hooked up with the opening of the Rock Hall of Fame. "The opening of the Hall of Fame was a huge event. The music was constant with two bands on stage and our DJs playing during the breaks. So many people came into town, they literally ran out of room at the Hall of Fame. The organizers erected a huge tent in the street they got from the Olympics... it took them a week to put it up."

A $1,000 a plate, VIP dinner was held for the opening and attracted celebrities like Yoko Ono and Paul Shaeffer from the Letterman show, Incorvia says. "It was pretty special to me and very exciting," he admits.

Back cue

A question Incorvia is asked frequently is "Why the name The Marino Brothers?" Like so many other DJs, Dave and his brother Rick got their start during their college days. "It was 1978", Incorvia recalls, "I was in Santa Monica, Calif., just trying to get through college. I saw other guys working at taco and hamburger joints and I thought 'That doesn't look like much fun to me.'"

"My brother and I kept seeing these disco vans on the road... Mobile Disco this, Mobile Disco that, so we decided to give DJ'ing a try." As for the name, "The Incorvia Brothers just didn't have much of a ring," Incorvia says. They didn't want to insult their father, however, so they chose their grandmother's maiden name, Marino.

With a home-brewed stereo system, he and his brother started pounding the pavement and knocking on doors until somebody noticed them. At the time, their only concern was paying the rent and being able to keep the refrigerator filled with food. The jobs they got were the usual assortment of bar nights, and parties paying about $50 a night.

Those were the days

Incorvia graduated with a degree in electrical engineering and returned home to Cleveland. He got a job in his field but soon started to miss DJ'ing. Flipping through the yellow pages is what gave him the final push to start DJ'ing again.

"When I opened up the phone book and looked under Disc Jockeys, there was only one company listed. I began to think about that. Since we still had the gear, we put in a phone line and started advertising and went right back into it." Not totally convinced though, Incorvia kept his day job and considered the DJ income as "weekend money."

The business really started taking off for the Marino Brothers, so much so that over the ensuing years it was possible for them to bump up their fee from about $150 to its current level of $600 for five hours with a $70-per-hour overtime rate.

That was then

The days of working the small, smoke-filled bars for little money are long gone. According to Incorvia, "Ninety-five percent of our business is wedding receptions and corporate events. We book a year in advance and have averaged 600 jobs a year. That includes about nine jobs on Saturdays and three or four jobs on Fridays."

Realizing that being that busy can lead to burnout not only for the DJs but for the owner as well, especially since Dave's brother Rick got married and started a separate business, the brothers are downsizing a bit and are hoping to cut the number of annual events to 500. Incorvia continues, "About a year ago, we were up to 16 systems with 38 DJs. I couldn't handle it, I had no life. So what we did was cut back to nine systems with 24 DJs." Rick still DJs for the company part time on weekends.

There was a time when Marino Brothers employed a setup person, but no longer. "There were too many problems with that arrangement, ranging from equipment being left at locations to not being able to get to a location before the doors were locked," Incorvia says. "So now, each DJ is responsible for picking up the equipment for each job." Incorvia has used great care in putting together a system that will rock the house yet take up minimum space.

All systems are identically equipped with bi-amped speaker systems. "Everything is rack mounted and the outside of the setup is idiot proof. Each equipment case has all components wired to an AC outlet mounted on the case. The margin of error is nil."

The secret to success

It is not just one thing that has led the business to greatness. One of the most significant factors, however, is that two guys go to each job. One of them is a dance instructor, the other is more or less an engineer/trainee.

I asked Incorvia how the company started incorporating dance into their act in the first place. He laughed and admitted it was a little embarrassing but explained that it was totally a spontaneous decision. At a reception some time ago, everyone was getting really wild, he says, people were getting on top of tables to dance and he thought, "Hey, let's jump on the speakers and dance!" The guests went wild, and the rest is history. The Marino Brothers still use the speaker top dancing as part of their act and spontaneity is still a key factor. Incorvia says he doesn't generally tell his clients what to expect but they're always pleasantly surprised. He stresses that the dancing is always done with style and good taste. The tuxes stay on, no matter how hot it gets.

"A person capable of doing the dancing that we do must not only be athletic but also a good disc jockey. I like to hire someone first as a dancer then teach them to be a DJ. I've had very little luck finding a DJ and trying to teach them how to dance," says Incorvia.

Every Wednesday night, the DJs get together and go over and learn new dances. He refers to the style of dance they do as tightly choreographed hip-hop, similar to what you might see in a music video. His dance choreographer, Bobby Beach, is from the Chicago Institute of Dance and is the creative force behind the dancing of the Marino Brothers' DJs.

The DJs also teach several dances to the guests and Incorvia feels that the ability to teach dances to a room full of guests at an event has given Marino Brothers a reputation for being a lot of fun. "There's no chairs back there where we work," Incorvia says.

"We've found that when the guests see that we are having fun, they tend to have fun. We get involved with the guests. During private events, there are people who have heard about some of the dances that we teach but are a little skeptical about getting up to participate. But we tell them right away that we are going to show them how to do the dances and that it is really quite easy to learn. We'll take them through the dance once with a cordless mic and no music. Then we'll talk them through it again with the music."

The days of working the small, smoke-filled bars for little money are long gone. According to Incorvia, "Ninety-five percent of our business is wedding receptions and corporate events. We book a year in advance and have averaged 600 jobs a year. That includes about nine jobs on Saturdays and three or four jobs on Fridays."

Bridal show involvement is also a key factor to the success of Marino Brothers. Incorvia hooked up with a tuxedo business and his dancers model their tuxedos for the bridal shows. They also supply the entertainment during the bridal shows and his DJs put on a dancing exhibition. "It's really a great thing because not only are we in the bridal show, we're dancing for the bridal show, we're the disc jockey for the bridal show.... you know who gets the business?" The added bonus is that they get nearly free tuxedo rentals out of it.

Incorvia insists that it is very important to maintain good relations with the banquet halls. One way to do this is by setting up earlier in the day. "If you wait to set up right before your job is to begin, when the hall has 400 steaks going

out in 15 minutes, the last thing they want to do is talk to you about your business. If they are busy, you are a pain in the ass to them. If it's the middle of the day and they are peeling potatoes, they are bored and looking for someone to talk to. If you are courteous to them, they will recommend you."

"I like to have quick breakdowns for the same reason. The sooner you are out of there, the quicker they can get out of there as well." He adds that they (the banquet owners) may like you at midnight, but if you go an extra hour without checking with them first, they will begin to hate you. You have to remember that they'll have to pay their employees to stay late as well. It is always best to check first before agreeing to do overtime.

Spreading the word

In the old days, the Marino Brothers' advertising strategy was unfocused and consisted of trying most anything and everything. Today they have a different strategy. One of the things that works particularly well is *The Wedding Pages*. This is a magazine that is freely distributed at sites frequented by brides-to-be such as jewelers and bridal boutiques. When a customer picks up one of the magazines and fills out a free subscription card, the names and addresses are forwarded to the advertisers in the magazine. Incorvia immediately sends these contacts information on his service and has found this to be a very good source of jobs. Overall, however, they have cut way back on advertising. About the only other advertising is a small in-column yellow page ad.

"What got me through college ended up being my career. Four years ago, I quit a job making over $100,000 a year to do this...it was a good move and things are working for us."

Back row (l-r): Steve Lanza, Jim Channel, Dave Incorvia, Ernie Perna, David Carpenter. Front row (l-r): Vince Capocci, Eric Lahrmer.

ATTENTION MOBILE DISC JOCKEYS!!

Finally — A Case Company That Understands Your Needs

10 Space Rack and Stand
All in one! Standard Console Case shown on our Rack Stand. Easy as 1-2-3!

Any Size Amp Racks Available. Call for pricing

M-2R

Depth 19"
13 Spaces for Amp
10 paces for Mixer

Console Cases available in many styles.

Albums Available in Any Case Style

18"	14"	Double Row
Holds 135	Holds 100	Holds 200

Heavy Duty Polyethylene Travel Cases

CD Case Holds 80

Album Case 1 Row Holds 120

Any Case Above $24
Cassette Cases Available in Any Case Style

45's Cases Available In Any Style

Double Row	Triple Row
Holds 375	Holds 550

CD Cases Available In Any Style

Triple Row	Five Row
Holds 100	Holds 165

Deluxe Console/SB

Depth 16" • 8 Spaces for Amp
10 Spaces for Bottom Mixer
8 Spaces for Top Mixer

Single Turntable & Mixer Cases

Medium Duty Flight Cases Rec or Surface Hardware Carpet or Vinyl Laminate

Heavy Duty Flight Case

ISLAND CASES

Cases also available for lighting, karaoke systems, costumes, speaker cabinets, etc. Custom cases are our specialty! Call for pricing.

1121-1 Lincoln Avenue, Holbrook, NY 11741 Phone 516-563-0633 • Fax 516-563-1390
OUTSIDE NEW YORK CALL **1-800-343-1433** SEND $3.00 FOR COMPLETE CATALOG

MasterCard VISA AMERICAN EXPRESS

FREE

Sound, Lighting & Video Catalog

Imagine the best pro gear being just a phone call away. We have the gear you want, in stock at great prices. Even better, we add outstanding value with one-on-one customer service and quality after-the-sale support. Isn't it time that you got both great prices and great service? Give us a call today for your complimentary catalog subscription.

- **LARGE SELECTION**
- **FAST DELIVERY**
- **GUARANTEED BEST PRICES**
- **30-DAY RETURN POLICY**
- **30-DAY PRICE PROTECTION**

Call Now!

1-800-945-9300

or (714) 891-5914 • FAX (714) 891-6375

Hours: M-F 6AM - 8 PM

Sat 7-5 Sun 8-5

Pacific Time Zone (California)

or mail in this coupon

☑ Sign me up for a FREE subscription to the PRO SOUND & STAGE LIGHTING catalog!

Your Name

Company Name (if any)

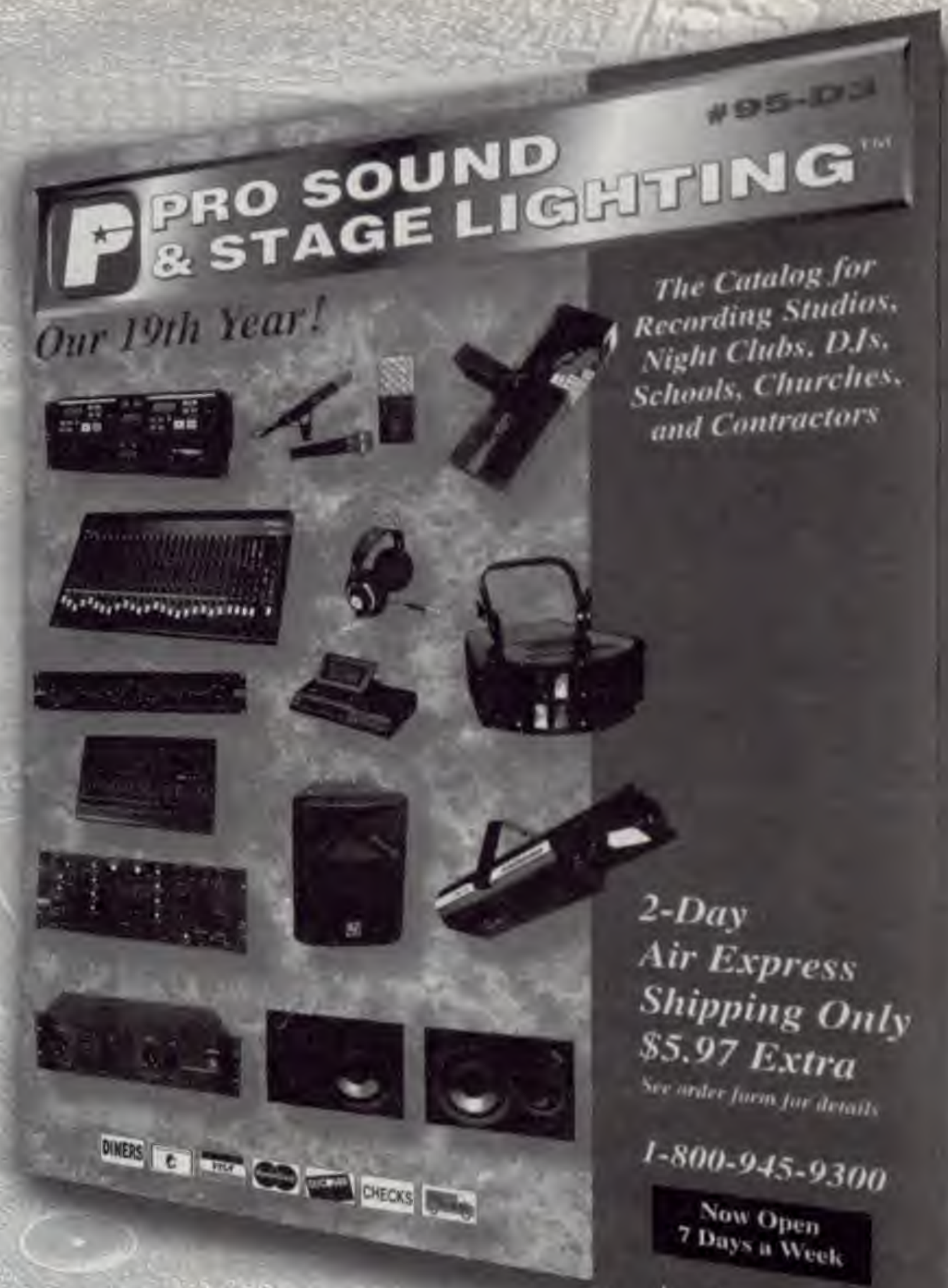
Address Apt or Suite #

City

State Zip Code

Phone #(with area code)

Mail to: PS&S L Mail Order Center , Dept MB
11711 Monarch St, Garden Grove, CA. 92641


#95-DJ
PRO SOUND & STAGE LIGHTING™
Our 19th Year!
The Catalog for Recording Studios, Night Clubs, DJs, Schools, Churches, and Contractors
2-Day Air Express Shipping Only $5.97 Extra
See order form for details
1-800-945-9300
Now Open 7 Days a Week
DINERS
CHECKS

Visit our Superstore in Southern California
13110 Magnolia St.
Garden Grove, 92644
(1 mile north of the 22 freeway)
Just 10 minutes from Disneyland™
(714) 530-6760
Sales • Rentals • Service

2-Day Air Express

PRO SOUND & STAGE LIGHTING™

Our 20th Year!

DINERS VISA MasterCard DISCOVER CHECKS C.O.D.

In Search Of The Best...

Sound & Lighting Systems on Earth!

In Vegas... Green is good!

By Renee Lassial

When Steve Likourinou started Limelite Mobile DJs in 1979, there were less than ten other DJ companies in his home town of Las Vegas, Nevada.

Today, there are over sixty DJ companies in this area with a metro population of nearly 900 thousand. And as the wedding capitol of the United States, with over 90,000 weddings performed every year, there is plenty of work to go around. So the ever growing competition has never worried Likourinou. He has always found a way to make each situation a profitable one.

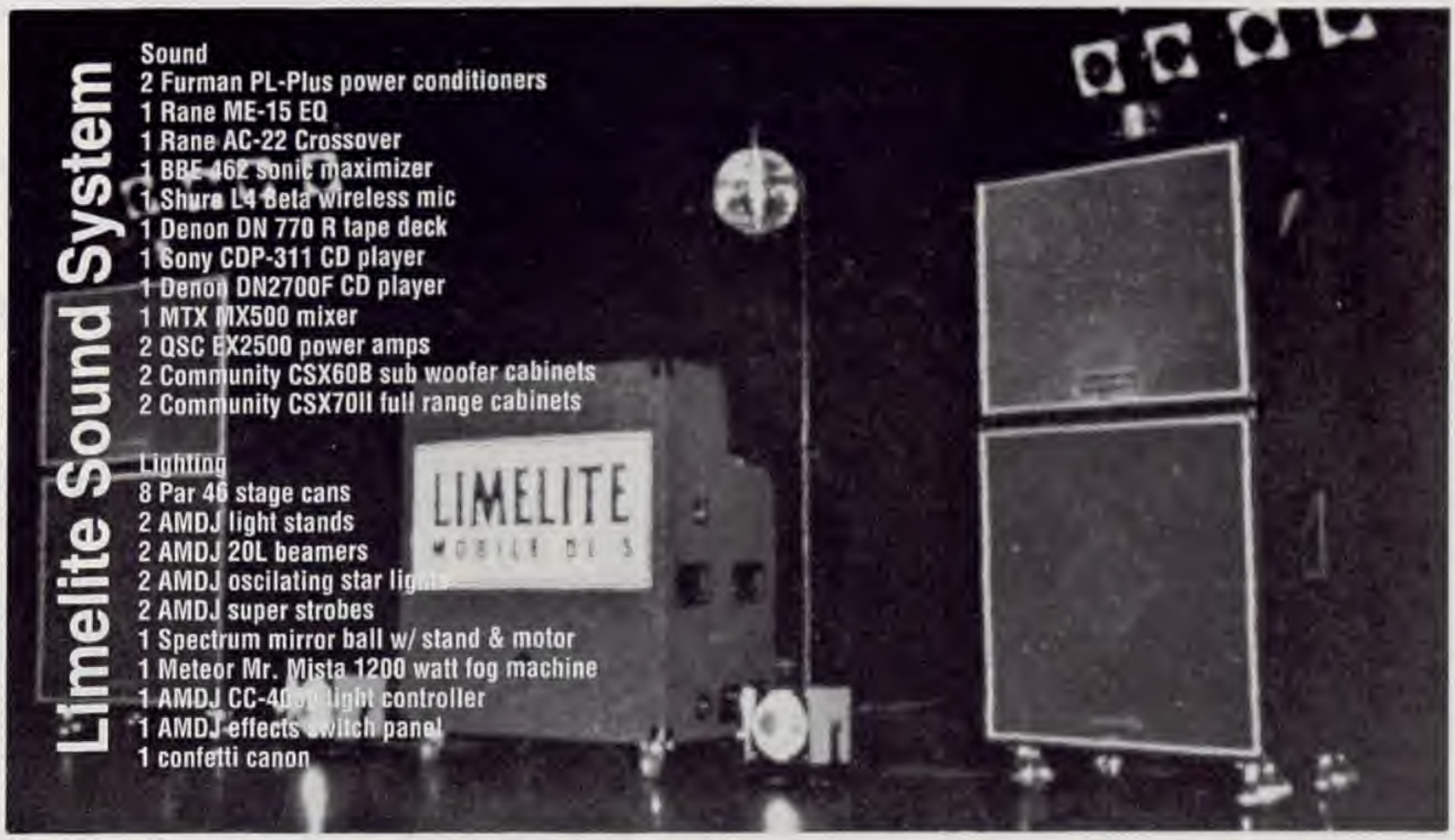
Give and take

Likourinou sports a healthy attitude toward his competition. Rather than complain when another DJ company snips off a bit of his business, he finds ways to work with his competitors. For example, Vegas DJs had no local place to go for gear so Likourinou recently opened, what he claims as the city's first DJ supply store.

This attitude carries over to his mobile business as well. He says it is common to receive referrals from other services who are over-booked, and he often returns the favor.

Even with an abundance of weddings in and around this desert playground, Limelite doesn't rely on just wedding business. The many hotels and casinos offer plenty of opportunity as well and Likourinou doesn't miss a trick. Limelight presently has accounts with the Hard Rock Café and Club Rio. Through his contacts with a local concert promoter, he is also able to land regular gigs either supplying a DJ for a preconcert performance or renting sound and lighting systems for the various live

Likourinou's self-designed, hand-crafted DJ booths have everything but the kitchen sink. Even a fire extinguisher just in case the party gets too hot!


Limelite Sound System
Sound
2 Furman PL-Plus power conditioners
1 Rane ME-15 EQ
1 Rane AC-22 Crossover
1 BBE 462 sonic maximizer
1 Shure L4 Beta wireless mic
1 Denon DN 770 R tape deck
1 Sony CDP-311 CD player
1 Denon DN2700F CD player
1 MTX MX500 mixer
2 QSC EX2500 power amps
2 Community CSX60B sub woofer cabinets
2 Community CSX70II full range cabinets
Lighting
8 Par 46 stage cans
2 AMDJ light stands
2 AMDJ 20L beamers
2 AMDJ oscilating star lig
2 AMDJ super strobes
1 Spectrum mirror ball w/ stand & motor
1 Meteor Mr. Mista 1200 watt fog machine
1 AMDJ CC-4 light controller
1 AMDJ effects switch panel
1 confetti canon
LIMELITE

shows and concerts held in Vegas and neighboring areas. Either way, he makes money! Recent sound jobs have included concerts for Robin S, Janet Jackson and the Grateful Dead.

Desert Rave

His most recent big gig was for an event last fall called "Desert Move," billed as "An Incredible International Multimedia Techno/House Event" held at a secret location in the desert. Attendees were bussed to and from the site from the Luxor hotel beginning at 6PM Saturday through 6AM Sunday morning. The event featured the talents of "The world's finest techno/house DJs including Laurent Garnier from Paris, France, New York City's DJ Dmitry from the group Deee-Lite, Josh Wink from Philadelphia, Germany's Westbam, Derrick May from Detroit and many others. Likourinou was subcontracted to provide all the DJ gear for the celebrity DJs who participated in the event.

A better booth

Likourinou's self-designed, hand-crafted DJ booths have everything but the kitchen sink. The system equipment list (above) is used for a party of 300 or larger but there's not much difference in the system used for a smaller crowd, mainly just smaller speakers. The booths are designed so that all the equipment plugs into AC outlets on board the booth. The booth then plugs into a wall outlet. Having only one cord not only looks better but decreases the risk of someone tripping over a sea of cables.

The front panel (company logo) can be removed by unscrewing four bolts, exposing the back of all the equipment, which makes troubleshooting easy. In the bottom of the unit there is a compartment for a fog machine and fire extinguisher, as well as room for cables, fog juice and a Visa/Mastercard machine. The units, which roll on wheels, weigh about 200 to 300 pounds, fully loaded.

Possibly what makes Likourinou and his Limelite Mobile DJ company so successful is the fact he has dedicated his whole life to his profession, "This is all I've ever done," he says. "My mobile company is still growing but now the DJ store is where my heart is. I enjoy networking with other DJs and providing the knowledge they need to grow as well."

It's Not A Contest!
You Won't Win Anything!
But if you have a mobile system you think ranks among the
BEST ON EARTH, contact:
Mobile Beat Magazine,
P.O. Box 309, East Rochester, N.Y. 14445
or fax: 716-385-3637.

The Scoop

Roamin' Headphones

We've told you about wireless microphones, wireless remote controls and, last issue, even Hillbilly Rick told you about his wireless minidisc system that took his show to the top of a windmill. So whether it has a practical application or is just a gimmick, DJs share an interest in wireless technology. And why not? The whole idea of being a mobile entertainer is being able to move away from your gear and get closer to the crowd.

Nady's new WH-95 wireless headphone is the next step in wireless for DJs. It's actually an audiophile design created to compete with the numerous infra-red models available for the home. The difference is, this set can get you up to (and beyond) 150 feet from your gear while maintaining great sound.

The WH-95 comes with a compact bodypack receiver that works with any pair of headphones (miniplug). A small transmitter accepts up to three sound sources. The system comes with an AC adapter, RCA plug patch cord and earplug style headphones.

Performance

To test the range and quality of the WH-95 system, we connected it to the outputs of a standard CD player, put on the headphones and took a walk around *Mobile Beat* headquarters. The small transmitter penetrated walls without break up or static. So I decided to keep on walking... right on out the door. we were nearly a tenth of a mile away from the transmitter, with two brick buildings in between, before the sound started dropping in and out. Soon after the first signs of the signal weakening it disappeared altogether, effectively marking the outer radius of the transmission range. But what a range! We were well beyond the 150

cont'd page 80

Showcase Presentations

The Next Generation Of Professional Disc Jockey Cases ...because your image is everything.

Combo Racks

Our combo racks are designed to accomodate mixers, dual cd controllers, power strips, wireless microphones and all rack mount gear. 10 spaces angled on the top and 4,6, or 8 spaces on the bottom. Removable top cover, front/rear friction doors, gray carpet, chrome hardware and recessed handles.

Amp Racks

All amp racks are available in 4,6,8,10 or 12 space sizes. 10 and 12 space amp racks come with casters. Combo racks may be stacked with amp racks for an organized "vertical" presentation eliminating the need for a table. Universal port holes on the sides, top and bottom allow for simple connections among cases. Front and rear friction doors hide all wires.

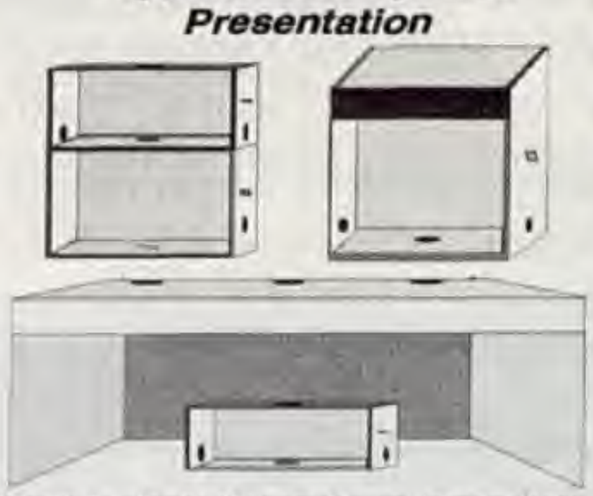
Soundstage Table System

Our portable two piece sound stage table system is the best way of obtaining a professional appearance. The stage cover fits onto the folding base supporting combo and/or amp racks. All cables are fed through center, left and right portholes. Gray carpet to match our other cases and available in 24" or 32" sizes.

Typical Vertical Presentation

Either a 10 x 6 or 8 space combo rack and a 10 or 12 space amp rack keeps your system compact & simple

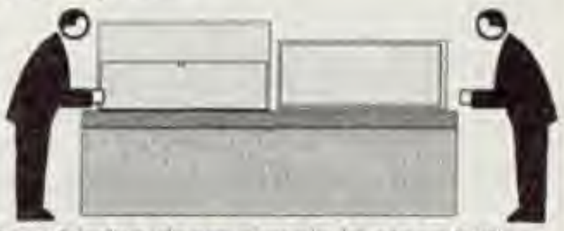
Typical Side-by-Side Presentation



There is plenty of room for equipment here. Start with a 24" Soundstage Table, add a 4 and/or 6 space amp rack with a 10x6 or 8 space combo rack, another 4,6, or 8 space rack underneath, and you have the ultimate mobile Showcase Presentation for the largest of systems.

Showcase Presentations universal case design eliminates the need for a custom case. Our matching combo and amp racks fit neatly side-by-side or on top of each other. Wires are fed through portholes allowing covers to remain in place hiding ugly connections. The modular design lets you break your system down into as many components as necessary to minimize size and weight. As new equipment is purchased, cases may be added without radically changing your system.

Free Brochure/Price List
1-800-336-1185



Rear friction doors remain in place hiding wires easily connected through universal portholes for a perfect appearance everytime.

Distributed Exclusively by Electronic Bargains 970 Montello St. (Rt. 28) Brockton, MA 02401 (dealer inquires welcome)

It's The Ultimate DJ Deal anyway you cut it!

presented by

Mobile BEAT

The DJ Magazine

&

Nightclub & Bar

MAGAZINE

January 8-10,
Bally's Grand, Las Vegas

Mobile Beat has joined forces with Nightclub and Bar to create a DJ event of spectacular proportions.

Seminars • Parties
Special Events and much more!
And it's all under the same roof with NC&B's 19th National Convention and Trade Show with over 500 exhibitors of products and services for the entertainment, bar, restaurant and hospitality industries!

Mobile Beat Magazine and Nightclub & Bar present...

The Ultimate DJ Deal!

Attention DJs!

Join us at the Nightclub and Bar show January 8-10 at Bally's Las Vegas!

For reservations at Bally's Grand Hotel 800/833-3308 Special rates through United Airlines - 800/521-4041 (Refer to Nightclub & Bar Convention code #586SP)

It's all part of NC&B's 19th National Convention and Trade Show. Of special interest to DJs will be eight seminars plus a full schedule of DJs-only symposiums and events presented by Mobile Beat. Topics include: "Moving past the music: The pitch for profits", "The DJ's role as an interactive entertainer", "DJs Spin revenue", "CD Shootout", "Life after DJ'ing...Where to from here?" "Karaoke: Music to your ears and money in your pocket" and several others! All will be supported by focused discussions of issues concerning mobile DJs, industry trends, what's new in sound and lighting gear, marketing and performing essentials, performances by up and coming artists and much more! A highly competitive spin-off is part of the main event Tuesday night at the Palladium.

Along with DJs from around the world, attendees will include celebrities, artists and representatives from major pro sound and lighting companies, karaoke hardware and software manufacturers, and nightclub, bar and comedy club owners. Every major liquor, beer and mixer exhibitor will display new products. At nightly parties, you'll be able to meet and network with many of Mobile Beat's contributors and exchange ideas with DJs and club owners from all parts of the country. It's a unique opportunity for you to make valuable contacts and build solid business relationships.

This special package gets you full access to the Mobile Beat symposium room, admission to the show floor, the special DJ seminars and all other Mobile Beat sponsored events. Total cost is just $125. Don't miss it!

Here's a partial list of DJ related exhibitors & participants: American DJ Supply • ADJA • ETV Network • Digital Music Express • Gemini Sound Products • Group One • HEC Services • High End Systems • MTX • Nikkodo • Showpro • NVS-TV • Pioneer • Premier Sound & Light • Pro-Sing Karaoke • International Laser Productions • Promo Only • Sherman Specialty • SLD Lighting • Sound Choice • TAS Lighting • Tracoman • Tune 1000 • Western Starlight • Wolfram Video • ZTV Video • ASCAP/BMI Other exhibitors include: Anheiser Busch • ESPN • The National Footbal League • Miller Brewing • Time-Warner • Molson Breweries • Chemical Light • Wurlitzer Jukebox • Top-Shelf Marketing and many more!

Pre-register Now

The Ultimate DJ Deal from Mobile Beat and NC&B!

Mobile BEAT The DJ Magazine

For just $125* you get:

- Open admittance to all special DJ symposiums, seminars and demos!
- VIP treatment at the Mobile Beat symposium room!
- Admission to all DJ events, parties and spin-offs.
- Admittance to the huge exhibit hall! • And more!

To take advantage of this special offer you must pre-register now. The Ultimate DJ Deal price will not be available at the door! Complete this form. Include your Visa or Mastercard information and fax to 716-385-3637. Or send back with your check or money order (payable to Mobile Beat) to:
Mobile Beat Magazine, P.O. Box 309, East Rochester, NY 14445

Name _____ Company _____

Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

Charge to: Visa / Master Card: Name on Card _____

Card No. _____ Exp. date _____

Signature _____

All sessions are offered on a space-available basis. To take advantage of Mobile Beat's Ultimate DJ Deal, registration must be received no later than January 2, 1996. No checks accepted at the show. *A regular, complete-program pass for this event costs $300. If you wish to order a full program pass or Exhibit Hall only pass for $40, call Nightclub and Bar at 601-236-5510. Be sure to tell them you heard about the show through Mobile Beat!

Return this form with payment to: Mobile Beat Magazine - P.O. Box 309 - East Rochester, NY 14445

SUMMER CLEARANCE

DIRECT FROM DISTRIBUTOR

50% OFF

DJS DISTRIBUTING IS OFFERING....

LIMITED TIME ONLY

MAGIC MIRROR

Sound activated;
Multi-colored/multi GOBO, mirror effect, "Rich, full colors in ever changing angles!"

SALE $299.00 LIST $599

RENEGADE

Sound activated; sound activated; multi colored reflective projector, "Hot and Fast, the ravers delight!"

SALE $299.00 LIST $599

LINE DANCER

Sound activated; multi-colored, dancing lines, a full 180 degree coverage! 900 watts "The hottest light of 95!"

SALE $299.00 LIST $599

COLOR BURST

Sound activated; multi colored U-shaped beans; a full 180 degree coverage "The Line Dancers' first cousin. Beats a vertigo hands down!"

SALE $299.00 LIST $599

DESTROYER

Sound activated, multi-colored, double-row beam effect, "40 beams of hot light!"

SALE $199.00 LIST $399

BALLROOM DANCER

1 or 3 R.P.M. (please specify) slow rotating mirror-ball type effect "takes the place of a mirror ball or centerpiece!"

SALE $279.00 LIST $599

STAR SCAN

Slow turning, multi colored, GOBO effect, great for floor or ceiling effects, works well alone or in sets.

SALE $89.00 LIST $209

PC-08

Rack mountable, 15 amp fused, 8 switch control bar.

SALE $28.00 LIST $59.95

SUPPLIES ALSO AVAILABLE AT 50% OFF.....

COLORED LENS CAPS **$1.99**
For pin spots (R,O,Y,G,B,I,V). *List $3.99*

C-CLAMPS **$2.99**
List $5.99

PIN SPOT with BULB **$19.95**
35 watts. *List $39.95*

PL-16 ELLIPSOIDAL STYLE MINI CAN **$10.00**
Without bulb. *List $49.95*

FOG-IT FOG JUICE **$19.95**
1 US Gallon. *List $47.95*

STROBE STICK **$25.00**
6" hanging strobe stick. *List $49.95*

12 INCH MIRROR BALL **$24.00**
List $49.95

12" GOOSENECK LAMPS **$18.00**
(XLR or BNC, Please specify)
Perfect for a Mixer Light. *List $39.95*

DJS DISTRIBUTING P.O. Box 209427 • Waterford, MI 48329-0427 • 1-800-DJS-8991

The Scoop

Pioneer's DJM-500 DJ mixer
A pre-production sneak review

Test Bench

The following components were used in the product evaluation.

Rack: Gem Sound AR 32
CD Player: Marantz PDM321
Tape Equipment: Marantz PDM510, Sony SLV 585HF
Amplifier: QSC Powerlight 1.8
Speakers: Gem Sound E15T

By Henry Collins

I have always said when the big guns turn their attention to this market, it's going to be a whole new shoot out. Well, Pioneer has just opened up with both barrels...it's hot new DJM-500 DJ mixer. It's time to head for cover.

The rear panel compliment included balanced and unbalanced main outputs.

The DJM500 is no joke...it's strictly serious business. While the unit I reviewed was a pre-production sample, it became painfully obvious that the DJ market is in for quite a surprise. Actually, it's about time the heavy hitter's have finally come up to bat and taken a real swing at this market. And from where I'm sitting, it looks like Pioneer has hit a line drive deep to center field. And unless the competition already has a man back pedaling to intercept this ball, it's going to be a major home run.

The kitchen sink

It's the only item Pioneer didn't include in the DJM500. The look and feel of the mixer is very similar to a production board. It offers four input channels, each with a corresponding slider control, cue pushbutton with LED indicator, 3-band rotary EQ, and a trim control. At the top of each channel row is an input selector switch and along its side a 15-segment LED peak level meter. The side-by-side placement of the meters allow you to readily compare input levels for easy channel balancing.

At the mixer's far left is the DJ mic channel. It offers 3-band EQ, gain control and front panel XLR connector. A sub mic phone jack input is also provided at the rear panel and answers to channel-4's control functions with the input selector switched to mic.

Add two CDJ-500s and mix

The DJM-500 was specifically designed to complement Pioneer's highly acclaimed CDJ-500 CD player. Channel-1 and 2 slider controls have a remote

Cont'd page 78

The Scoop

Rane's MP 22 DJ mixer
A hands-on product review

Test Bench

The following components were used in the product evaluation.

Rack: Gem Sound AR 32
CD Player: Marantz PDM321
Tape Equipment: Marantz PDM510, Sony SLV 585HF
Amplifier: QSC Powerlight 1.8
Speakers: Gem Sound E15T

Rane's new MP 22 is a solid mixer offering a number of "makes perfect sense" features that are certain to get the attention of quality and performance conscious DJs. While void of the eye-popping gizmos and gadgets that readily impress technically challenged DJs, the MP 22 provides a perfect balance of price and performance that few mixers in this price range can touch.

By Henry Collins

Design simplicity and rock-steady reliability are modest claims for a DJ mixer these days. For the working DJ who can't afford any down time, Rane's MP 22 offers superior sonic performance and non-stop dependability.

Designed for the long haul

After searching six and a half minutes for the power switch it suddenly occurred to me that the MP 22 didn't have one. This put me off at first and I couldn't figure out why any reputable electronics company would forget to put a power switch on a DJ mixer. After tinkering with the mixer for a few minutes, I was impressed by the mixer's exceptionally quiet performance. Was there a connection between the mixer's low-noise performance and the absence of a power switch? The answer is no. The real reason is the mixer's external power supply. Locating the power supply outside of the chassis and eliminating the power switch enabled Rane to shave $50 off the price and improve signal to noise performance by 6 to 8dB. It also enabled Rane to design a mixer that would get U.L. and C.S.A. certification without costly design modifications.

Another evidence of Rane's forward thinking in mixer design can be seen on the rear panel. Channels A and B feature an input selector enabling you to switch the phono inputs for use with line level sources such as CDs. There's also a small screw pot on each channel for

DJM-500 cont.

start feature enabling you to automatically fire up CD playback whenever you slide the fader. There is also a defeat switch enabling you to disengage this feature. I didn't have an opportunity to check out this feature in this review but I will in a future issue.

Close-up of crossfader section

Assignable, defeatable

The DJM-500's crossfader is fully assignable to any one of the four input channels. Placement of the assign controls was above and off to the sides of the crossfader, out of the way for furious warp drive mixing. The DJM-500 also offers a crossfader defeat switch for those who prefer to mix using the channel sliders. Slide action on the crossfader was as smooth as glass, the kind of performance you'd expect from a P&G or Alps slider.

An arsenal of digital effects

The DJM-500 offers a number of digital effects never before featured on a DJ mixer. Unlike some mixers that give you "noise effects" that serve no real purpose except to remind you what a mistake you made, the DJM-500 offers record quality effects. These include delay, echo, auto pan, flanger (my personal favorite), reverb and pitch shifter. A channel selector lets you assign the effects to any input source including the mic and master.

Mixing and controlling the effects was close to perfection. Using the cue feature and the parameter control you can audition and fine tune the effect in your headphones before going "live." An illuminated control lets you trigger effects on and off with the push of a button. This same button flashes providing visual indication when the effects mode is active. Three of the effects I enjoyed the most were auto pan, flanger and reverb. The reverb was especially effective at producing full, rich sounding vocals when used with the mic. It even gave my voice a more impressive, professional sound.

Beat and shift

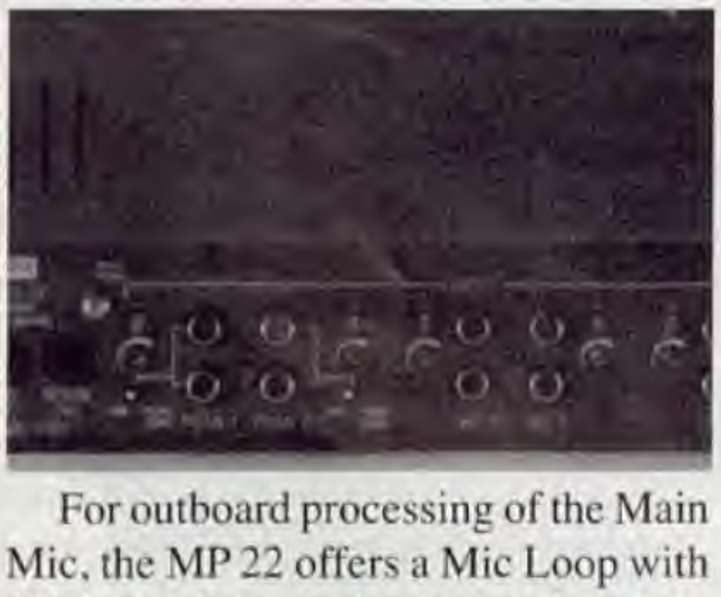
Two exciting features that will no doubt win the hearts of many DJs are the Auto BPM Counter and Pitch Shifter. When the Effects Selector is switched to the BPM Counter and the Channel Selector to the desired input source, the Parameter/Beat Counter begins to calculate and display the BPM count for

---

MP 22 cont.

trimming hot line sources like drum machines and DAT units.

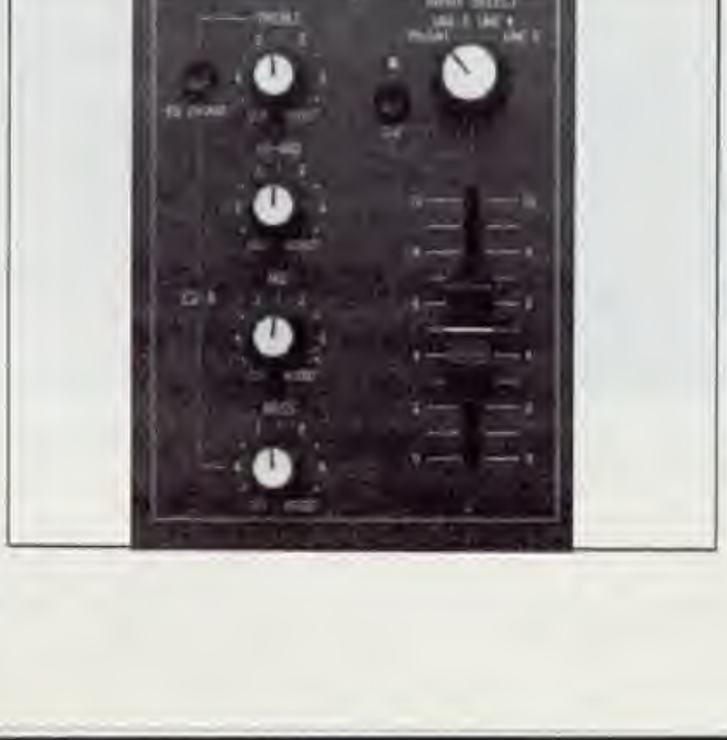
The MP 22 offers a generous assortment of outputs to cover a wide variety of amplification, recording and monitoring applications. There are two stereo master outputs, two stereo zone outputs and one stereo tape output. A switch on Zone 1 and Tape outputs enable you to exclude the Main Mic signal from the main program mix. A very handy feature when you're taping your show and you don't want to record your announcements.



For outboard processing of the Main Mic, the MP 22 offers a Mic Loop with 1/4-inch phone jacks for send and return. It let's you use a wide assortment of outboard effects and signal processing gear like feedback suppressors, compressor/limiters and reverb units. The MP 22 also features a Master Loop for outboard processing of the main program signal.

Serious EQ

With four-band rotary EQ on channels A and B, the MP 22 provides enough tonal control to tailor any program to your personal listening needs. Each pot offers 8 dB of boost and cut-- just enough control to make a tonal difference without sending your amplifier into cardiac arrest. You can defeat the EQ at any time with the push of a button. In addition, the Main Mic also features bass and treble controls.



Audiophile quality cueing

When I slapped on my headphone to cue up a CD, I couldn't believe the fidelity. It was definitely not the clock radio sound quality you hear on a lot of mixers coming out of the Far East. I was so impressed with the sound quality that I rarely took the headphone off, except to answer the phone and to pause for waste management. The cue output has ample drive to handle virtually any headphones, up to a 600-ohm load. A pan control lets you adjust the monitor balance between your cue source and main program. There's also a Mono/Stereo switch which lets you place the cue source in the left headphone and the main program in the right.

To help facilitate cueing, the MP 22 features an LED indicator for each channel which lights whenever the cue monitor pushbutton is engaged. A very useful feature when working under poor lighting conditions...which is usually all the time. There are also LED indicators for the main and remote mic. A single LED flashes when either mic channel is active which helps keep your private announcements from going public.

that channel. Let's say you're now ready to cue up another selection, pressing the Cue Selector button for that source automatically displays the beat count in a second beat counter indicator. This enables you to view the beat count of both sources simultaneously. You can make speed adjustments while listening in your headset before going "live" with your next mix.

With the Pitch Shifter, you can actually vary the pitch (tone) of any input source up or down. This enables you to correct for any tonal differences caused by pitch adjustment when using CD players without pitch compensation such as Pioneer's Master Pitch function on their CDJ-500.

My opinion?

Definitely one of the hottest late arrivals this year. If the effects section on the production versions are as quiet as promised, this mixer will be hard to beat at $1,200. While I personally prefer outboard effects, I just may reconsider my stand after seeing this mixer. Best of all, the DJM-500 is an exciting glimpse into the future of DJ mixers.

Room to get busy

The MP 22's input assignable crossfader offers much of the same flexibility of a fully assignable crossfader. The approach taken here by Rane makes perfect sense and is free of useless duplication. Channel A, which corresponds to the left fader position, is selectable between phono/line 1, line 3, line 4 and line 5. Channel B is switchable between phono/line 2, line 4, line 5, and line 6. Line 4 and line 5 are duplicated on both channels so if you have a drum machine or tape unit you need to mix from either side of the crossfader you can do it. The assign controls are located above the channel sliders, well out of the path of high-speed hand traffic.

For the record

I loved the MP 22's simple and very practical design. An excellent combination of bare essentials topped off with a few added extras. Sound quality and signal-to-noise performance were outstanding. At $899, it's a smart investment for mobile DJs and excellent for use in permanent club installations.

DP DeMatteo Productions
Sound, Lighting & Music
Superstore

SALES * SERVICE * RENTALS * INSTALLATION

AMERICAN DJ * AB * CARVER * TASCAM * EVENTIDE * PHONIC * FURMAN * SHURE * NADY * BULLFROG * MTX * JEM * ATDSCO * LIGHTCRAFT * ART * HORIZON * PAS * ATLAS * MIDDLE ATLANTIC * GEMINI * LITTLELITE * ANVIL * CLAY PAKY * ULTIMATE SUPPORT * SOUNDCRAFT SPIRIT * SENNHEISER * PRO-CO * KLS * STUDIO MASTER * NSI * CABLE-UP * FERNANDES * BC RICH * ESP * HIWATT * METEOR * AND MANY MORE!

FREE 68 PAGE PRODUCT CATALOG
Send Name Address, Zip Code & Telephone Number to:
DP Sound & Lighting 487 Georgesville Rd. Col. Oh. 43228
Or Call (614) 351-5007

ADJ Avenger $149.00

Technics SL-1200 MKII

Fog Juice $32 gal
* ADJ Fog Hog $149.00
* ADJ F-150/A Fog machine $189.00
* ADJ F-300/A Fog machine $259.0
* JEM J1 Fogger 5yr. warr. $399.00

PAS T-1200
12" 2-way * 200W * 8 ohms * spkr. stand mount * 44 lbs. 5 yr. warr.
$297.00 each

PAS T-1500
15" 2-way 200W * 8 ohms * spkr. stand mount * 58 lbs. * 5 yr. warr.
$369.00 each

SHURE
SM58 $99
SM57 $92

ADJ Mini StarTec II
$599.00ea.

ADJ Vertigo
$149.00

ADJ S-101A
$89.95

NSI 4600
Dimmer Pak

* Bullfrog DT112 12" 2-way 160W $299.00 ea
* Bullfrog DT118 400W 18" sub-woofer $399ea

* Carver PM700 amplifier 350W 4ohm $629.00
* PM950 amp 475W 4ohm $799.00

ORDER TOLL FREE 1-800-230-5007
Or Call 1-614-351-5007 for Questions & Info.
Mon-Fri 10:00am to 7:00pm Sat noon to 5:00pm E.S.T.

PRIME CUT

No other magazine gives you top-grade reporting on the latest in audio, lighting and karaoke products for mobile DJs like Mobile Beat. No magazine offers you hands-on product reviews on all the hottest mixers, speakers, CD players, amplifiers, karaoke and lighting equipment like Mobile Beat. Why settle for editorial filler and other useless by-products when you can have the whole steak. Bite into something tasty and filling for a change. Bite into Mobile Beat.

SUBSCRIBE TODAY!

(716) 385-9920

MADE IN THE USA
the Complete
MIRROR BALL
Package
Top 25 DJ Products Of The '90s
NO MOBILE DJ IS COMPLETE WITHOUT ONE!
In a fraction of the time and effort, the complete mirror ball package will work as well for you as a clumsily hung mirror ball from the ceiling.
Regularly $252
Only $179.00
WITH THIS AD
Limited time only
Features:
• Pre-mounted 110v Motor w/internal circuitry
• Collapses for easy transport
• One year limited warranty
• Extends to over 7' tall
• Heavy duty Detachable Base
• Floor to ceiling beam projection
"It's so simple yet works so well, each of my nine DJ's take the stand on every job."
-John More
California Mobile Music
"The mirror ball is a necessary crowd pleaser...there is just no better way to provide one."
Ray Grace
Ray the DJ
SPECTRUM
602-968-5002
FAX 602-967-0616
Tempe, Arizona
VISA
MasterCard
AMERICAN EXPRESS
*Above price does not include pinspot or mirrorball

Roamin' Headphones

cont'd from pg. 72

feet that Nady advertises.

To evaluate the sound quality, I tried several different types of headphones and found that the quality of sound is more dependent on the type of phones than the Nady unit. In addition, the tiny transmitter can also be used with small walkman-type speakers (powered or unpowered).

DJ Applications

So what can we do with this neat little unit? The reason we went looking for a wireless headset unit in the first place was due to a question from a club DJ looking for something that he could put on and leave on while spinning. This should work. There seemed to be more than enough volume available from the bodypack receiver to cover all the noise in a club, however, you would want to use good, over-the-ear phones with a tight fit.

The WH-95 also works fine as a monitor system for DJs and KJs. Any KJ, or karaoke singer, who prides their own singing ability would find this wireless system a big help. Just hook up the transmitter to your main outputs and mount a pair of powered speakers or headphones near the TV.

Another use would be for DJ companies who do big shows involving the cooperation of several people. The main program could be fed to individuals in several areas. A unique, talk over feature, which overrides the program, would allow a central person to communicate to everyone at one time.

Because of the WH-95's superb audio quality, you may also want to use it around the office for auditioning new tracks. You can plan your mixes while you move about with complete freedom.

So while a wireless headphone system may be something you can live without, it does open the door to some exciting possibilities limited only by your imagination. And if the retail price of $249.95 just isn't in the budget, you know just what to put on your wish list to Santa.

For more information: Nady Systems, 6701 Bay Street, Emeryville, Calif.; 510-652-2411.

How much music you bring to a party used to depend on how strong your arms were.

With Clarion's DS-5020 portable karaoke machine and song cartridges, it couldn't be easier for your customers to have all the karaoke music they want. And with our synth technology, all they'll need to do is plug it in and play. Each Clarion compact cartridge holds up to 400 songs which is the equivalent of 20 single-sided CDGs. What's more the DS 5020 can hold eight of these cartridges, the equivalent of 3200 songs. Allowing for a wider range of pop, country and children's tunes that will bring every shower soprano quickly to the microphone. And while they're crooning their hearts out, you'll know the cartridges will last far longer than the talent. That's because there's no software degradation. Singers will also enjoy fine-tuning their performance with screen sweeping lyric, key/tempo controls and fast channel capabilities. Our music cartridge slips easily into a shirt pocket and our unique, lightweight Clarion Portable Karaoke machine can be carried with just one hand. It leaves the other hand of your happy karaoke customer completely free for, well, anything else interesting at the party.

PARTY JOCKEY by Clarion

© 1995 Clarion Sales Corp., 661 West Redondo Beach Blvd., Gardena, CA 90247-4201 (310) 327-9100. Ext. 336, 352 & 222.

THERE'S NO COMPARISON

DANGEROUS ®

THE TRUE QUALITY LEADER

SO HOT IT BURNS
VOLUME 1 LIMITED EDITION
1. FOXEY LADY - JIMI HENDRIX
2. I WANNA BE AROUND - TONY BENNETT
3. PIECE OF MY HEART - JANIS JOPLIN
4. BRICK IN THE WALL - PINK FLOYD
5. NO MORE MR. NICE GUY - ALICE COOPER
6. PINBALL WIZARD - THE WHO
7. STAY WITH ME -ROD STEWART
8. HONKY TONK WOMEN - ROLLING STONES
9. ROADHOUSE BLUES - DOORS
10. TURN THE PAGE - BOB SEGER
11. SUNSHINE OF YOUR LOVE - CREAM
12. MY BABY LOVES LOVIN' -WHITE PLAINS
13. CARRY ON MY WAYWARD SON - KANSAS
14. VISION OF LOVE -MARIAH CAREY
15. PRECIOUS AND FEW -CLIMAX

PLAYING WITH FIRE
2 DANGEROUS LIMITED EDITION
1, CROSSTOWN TRAFFIC - JIMI HENDRIX
2. WISH YOU WERE HERE - PINK FLOYD
3. WAR PIGS - BLACK SABBATH
4. TILL YOU COME BACK TO ME - ARETHA FRANKLIN
5. CAN'T FIND MY WAY HOME - BLIND FAITH
6. HARD TO BE HUMBLE - MAC DAVIS
7. BABA O'REILLY (TEENAGE WASTELAND) - THE WHO
8. HEY BABY - TED NUGENT
9. HAIR OF THE DOG (SOB) - NAZERETH
10. DIRTY LOVE - FRANK ZAPPA
11. OLD LOVE - ERIC CLAPTON
12. GIVE IT TO ME - J. GEILS BAND
13. PANDORA'S BOX - AEROSMITH
14. BEAUTIFUL GIRLS - VAN HALEN
15. MOVIN' ON - BAD COMPANY

THIRD DEGREE BURN
DANGEROUS III LIMITED EDITION
1. HAVIN' A PARTY - SOUTHSIDE JOHNNY
2. LOVE IS THE DRUG - ROXY MUSIC
3. WORKIN' FOR THE WEEKEND - LOVERBOY
4. INTO THE NIGHT - BENNY MARDONIS
5. LOVE HURTS - NAZERETH
6. EVERYTHING ABOUT YOU - UGLY KID JOE
7. I LIKE DREAMIN' - KENNY NOLAN
8. ANYTHING FOR YOUR LOVE - ERIC CLAPTON
9. IS IT MY BODY - ALICE COOPER
10. READY FOR LOVE - BAD COMPANY
11. SWEET WINE OF LOVE - ROBIN TROWER
12. COLD SHOT - STEVIE RAY VAUGHN
13. JUST WHAT THE DOCTOR ORDERED - TED NUGENT
14. DON'T LET ME BE LONELY TONIGHT - JAMES TAYLOR
15. I'M BAD, I'M NATIONWIDE - ZZ TOP

DANGEROUS 4Q2
DANGEROUS VOLUME 4 LIMITED EDITION
1. LOVE STINKS - J. GEILS BAND
2. YOU OUGHTA KNOW - ALANIS MARRISETTE
3. SHAKIN - EDDIE MONEY
4. DANCE THE NIGHT AWAY - VAN HALEN
5. CRUEL TO BE KIND - NICK LOWE
6. FANTASY - MARIAH CAREY
7. I'LL BE THERE FOR YOU - REMBRANDTS
8. LIGHTS - JOURNEY
9. WON'T YOU BE MY NEIGHBOR - MR. ROGERS
10. NICE N' EASY - FRANK SINATRA
11. IF YOU REALLY LOVE ME - STEVIE WONDER
12. SARA SMILE - HALL & OATES
3. SMOKING GUN - ROBERT CRAY
14. LOOK AT LITTLE SISTER STEVIE RAY VAUGN
15. JEALOUS AGAIN - BLACK CROWES

DANGEROUS HAS THE HIGHEST QUALITY GRAPHICS, MUSIC , AND PRODUCT INTEGRITY IN THE INDUSTRY

WE HAVE THE 10 TOOLS DJ'S NEED !! CALL NOW !!!!

INTRODUCING AMERICAN GOLD KARAOKE KLASSICS A CLASSIC VALUE PERFORMANCE TRACKS

1. WILD WORLD - CAT STEVENS
2. KODACHROME - PAUL SIMON
3. SUNDOWN - GORDON LIGHTFOOT
4. FAST CAR - TRACY CHAPMAN
5. FRIEND OF THE DEVIL - GRATEFUL DEAD
6. RUN AROUND - BLUES TRAVELER
7. CAN'T YOU SEE - MARSHALL TUCKER BAND
8. LUKA - SUZANNE VEGA
9. PLEASE COME TO BOSTON - DAVE LOGGINS
10. MELISSA - ALLMAN BROTHERS
11. ALISON - ELVIS COSTELLO
12. AMIE - PURE PRARIE LEAGUE
13. DANNY'S SONG - KENNY LOGGINS
14. HELP ME - JONI MITCHELL
15. WE JUST DISAGREE - DAVE MASON

KARAOKE KLASSICS VOL 6. ELVIS SINGS
1. BONUS TRACK- SPACE ODYSSEY
2. UNCHAINED MELODY
3. ALWAYS ON MY MY MIND
4. POLK SALAD ANNIE
5. ONLY MAKE BELIEVE
6. MY WAY
7. FEVER
8. YOU DON'T HAVE TO SAY YOU'RE SORRY
9. HURT
10. STEAMROLLER BLUES
11. SUSPICION
12. LONG TALL SALLY
13. MEMORIES
14. UNTIL IT'S TIME FOR YOU TO GO
15. I BELIEVE

KARAOKE KLASSICS - VOL. 7
1. I JUST DROPPED IN TO SEE WHAT CONDITION MY CONDITION WAS IN - KENNY ROGERS
2. EVE OF DESTRUCTION - BARRY MCGUIRE
3. LOVE THE ONE YOUR WITH - STEPHAN
4. A WORLD WITHOUT LOVE - PETER & GORDON
5. TUESDAY AFTERNOON - MOODY BLUES
6. LONGER - DAN FOGELBERG
7. OPEN ARMS - JOURNEY
8. FLY LIKE AN EAGLE- STEVE MILLER
9. ONE TOKE OVER THE LINE - BREWER & SHIPLEY
10. RIBBON IN THE SKY - STEVIE WONDER
11. EASY - COMMODORES
12. SEE YOU IN SEPTEMBER
13. OOH BABY BABY - LINDA RONSTADT
14. BRIDGE OVER TROUBLED WATER - SIMON & GARFUNKEL

CLASSICS AS SUNG BY THE KING
1. PROUD MARY
2. MAKE THE WORLD GO AWAY
3. YOUR CHEATIN' HEART
4. PATCH IT UP
5. FRANKIE & JOHNNY
6. YOU'VE LOST THAT LOVIN' FEELING
7. THERE GOES MY EVERYTHING
8. BLUEBERRY HILL/I CAN'T STOP LOVING YOU
9. EARLY MORNIN' RAIN
10. POOR BOY
11. MONEY HONEY
12. DON'T
13. LITTLE SISTER
14. AMAZING GRACE
15. BRIDGE OVER TROUBLED WATER

THIS GOLD'S GOING PLATNUM !!! CALL NOW !

CLASSIC ROCK DANCE MEGA HITS 16 R & R 68-72 STANDARDS

1. WALK ON THE WILD SIDE
2. KEY LARGO
3. NO MATTER WHAT
4. HOT ROD LINCOLN
5. DOCTOR MY EYES
6. KOKOMO
7. ALL RIGHT NOW
8. DON'T DREAM IT'S OVER
9. I DRINK ALONE
10. TENDER YEARS
11. 867-5309 JENNY
12. TUFF ENOUGH
13. CAREFREE HIGHWAY
14. COME DANCING
15. TRUE
16. ROCK ME GENTLY

1. PARTY TRAIN
2. ALWAYS SOMETHING THERE
3. YMCA
4. SHE BLINDED ME WITH SCIENCE
6. FUNKY TOWN
7. DISCO NIGHTS
8. SHE'S A BAD MAMA JAMA
9. BORN TO BE ALIVE
10. JUST GOT PAID
11. IT TAKES TWO
12. FORGET ME NOTS
13. LET'S GROOVE
14. TAKE YOUR TIME
15. LOVERGIRL
16. FASCINATED

WE DON'T CHARGE YOU A FEE TO BUY FROM US!!!

1. THESE EYES
2. ONE TIN SOLDIER
3. WORST THAT COULD HAPPEN
4. IF YOU COULD READ MY MIND
5. NOBODY BUT ME
6. RIDE CAPTAIN RIDE
7. CITY OF NEW ORLEANS
8. MORE TODAY THAN YESTERDAY
9.. GIMME GIMME GOOD LOVIN
10. SUNSHINE
11.. NICE TO BE WITH YOU
12. GREEN EYED LADY
13. SWEET CITY WOMAN
14. DANCING IN THE MOONLIGHT
15. NEVER ENDING SONG OF LOVE
16. BEAUTIFUL SUNDAY

1. CHANCES ARE
2. MOONLIGHT SERENADE
3. GOODNIGHT MY LOVE
4. MAKING MEMORIES
5. THE TWELFTH OF NEVER
6. OLD CAPE COD
7. CAB DRIVER
8. SPANISH EYES
9. LITTLE GREEN APPLES
10. IT'S NOT FOR ME TO SAY
11. THE LAST WALTZ
12. I LOVE YOU TRULY
13. MY HEART CRIES FOR YOU
14. DON'T FENCE ME IN
15. PUTTIN' ON THE RITZ
16. TILL THEN

KARAOKE NATION

KARAOKE HOT STOP AND DJ SUPPLY

MUSIC MAESTRO, MEGA HITS, ALL HITS, DJ TOOLS, UK KARAOKE, DK KARAOKE, PERFORMANCE TRACKS, KARAOKE KLASSICS, PIONEER, NIKKODO, NUTECH

(800) 232-8808 IL (708) 719-1414

THE FOUNDATION™

THE CONCRETE CD+G KARAOKE COLLECTION

Sound Choice®, the quality leader in karaoke, has drawn the blueprint for a CD+Graphics "starter set". Sound Choice® offers The Foundation™, a 30 disc set of the top 450 karaoke songs of all time. This set is ideal for karaoke jocks who want to abandon their cumbersome laser disc library for something more compact and economical, yet still get the greatest hits of yesterday and today. This product is also perfect for the mobile DJ who wants to add karaoke services but is reluctant to spend thousands of dollars just to get the essential karaoke songs. The Foundation™ is neatly packaged in a convenient three ring binder complete with an alphabetical song listing and track numbers. The set also includes the KJ "utility" disc. This unique disc, containing a series of public announcements, is the first of its kind and can be used by the KJ throughout the karaoke show.

▲ The Foundation™ karaoke "starter set" is the best value on the market.

The Foundation™ Contents

- 450 Core Karaoke Songs On 30 CD+G Discs
- Heavy-Duty Binder For Disc Protection
- KJ Utility Disc
- Foundation™ T-Shirt
- EZ-CD Opener
- Master Song List And Sample Songbook
- CD+G Demo Disc

▲ Build on The Foundation™ with Spotlight Series™ CDGplus Discs. This series offers today's current hits and special themes, making it ideal to add to The Foundation™.

Sound Choice™

TO ORDER CALL OR WRITE:
Sound Choice®
Accompaniment Tracks
PO Box 472208
Charlotte, NC 28247
800-788-4487

THE FUN THAT NEVER OUTGROW™

Sing Along Essentials

The Moderate Songs

By Bob Glazier

In the last issue I listed twenty songs that I considered to be "easy" songs for people just getting into singing Karaoke. Now let's look at twenty "moderate" songs. Talk about a relative term! I deem a moderate song to be a song that I can stumble through and still sound half-way decent. These songs may be easy, based on their range, but the tempo might be the challenging part. Or there may be a couple of key changes during the song, which add to the difficulty. Either way, if the singer is familiar with the song, the easier it is to sing, but that is no guarantee that the singer still won't crash and burn.

During the many years I've been doing this, I have learned most of the 3,000 or more songs in my songbook. I don't mean I can sing them all or would even want to, but, because I know them, I try to be there for the first timers. If they need a little help at the beginning I can nudge them along. I don't get on the mic, I simply stand off to the side singing with them so they have an easier time with the melody. I have found doing this takes the edge off for the scared would-be singers.

Make plans to be in Vegas for the Nightclub & Bar show featuring the Ultimate DJ Deal sponsored by Mobile Beat. The seminars are great and what you can learn from the experts and take home and use in your own business is priceless. I have attended many past shows and I have never left disappointed. See you in January!

20 moderate level songs

Title	In the style of:
1. *Suspicious Minds*	Elvis Presley
2. *The Heart Of Rock And Roll*	Huey Lewis
3. *Freedom '90*	George Michael
4. *The Gambler*	Kenny Rogers
5. *Bad, Bad Leroy Brown*	Jim Croce
6. *I Will Survive*	Gloria Gaynor
7. *Paradise City*	Guns 'N Roses
8. *Dancing Queen*	Abba
9. *Brandy (You're A Fine Girl)*	Looking Glass
10. *Oh, Pretty Woman*	Roy Orbison
11. *Passionate Kisses*	M.C. Carpenter
12. *Brown Eyed Girl*	Van Morrison
13. *Mack The Knife*	Bobby Darin
14. *Jailhouse Rock*	Elvis Presley
15. *I've Got You Under My Skin*	Frank Sinatra
16. *Harper Valley P.T.A.*	Jeannie C. Riley
17. *Escape (Pina Colada Song)*	Rupert Holmes
18. *Copacabana (At The Copa)*	Barry Manilow
19. *Maybelline*	Chuck Berry
20. *Love Potion Number Nine*	The Searchers

A Tip about Tipping

With the big *Nightclub & Bar show*, which takes place in Las Vegas, just around the corner and *Mobile Beat Magazine* playing such an important part in the DJ portion of that show, I thought I would share my thoughts regarding a letter I received from one of my contacts at Pioneer Karaoke.

The letter was written by an older gentleman who goes to Las Vegas frequently and used to enjoy Karaoke there. I say "used to" because recently he has found more and more difficulty in getting a chance to sing. It seems some KJs now give preferential treatment to those who tip, and ignore those who don't. He went on to say that on a few nights he never was able to sing because he just couldn't afford to compete financially with other guests.

If you are a mobile DJ or KJ like I am, tips are an important part of your income. It took me a very long time to graciously accept tips for what I do. The problem I see for this gentleman is, he does his Karaoke in Vegas. Anywhere else in the world, if someone tipped the KJ five bucks that would be a great tip; but in Vegas, that same five bucks doesn't have the same relative value.

I am personally doing two shows a week in the Los Angeles area and at many of the shows the wait is long and people get antsy. I only allow one song per singer in the rotation but if the crowd is large the wait could be ninety minutes or more! If someone comes up and slips me a five I will definitely move them up, quite a bit in fact.

I had a women come up to me one night and ask how long the wait was. I told her over an hour and she said she couldn't wait. She asked if she gave me $1 as a tip would that help, I explained that she would move up one spot. She then asked what a five would do, I told her she would move up about ten spots. She finally asked me what would happen if she gave me a twenty and I pointed to the male singer on stage and explained to the woman that he was done and she was singing NOW! She never did give me the twenty!

By allowing people to buy their way to the front of the line, you risk the wrath of your loyal following, the ones who may have helped you when the club wasn't so busy and you needed every singer you could get. Why are we in this weird business? To make money, but we all need to see the bigger picture. Sure, if someone can afford it, let them feel important and take the tip. But be aware of those who have and haven't sung in a while, and try to be fair. Hopefully as you look out into the crowd you'll see the same faces that you've seen for weeks, months, and hopefully longer.

"Garland, Joplin, Madonna. Once I get started I can't stop."

Jessica Seeley
A Winner, Nikkodo Karaoke Contest
Los Angeles, 1995

Jessica was born to sing. At 12, she's been singing karaoke favorites for half her life. For Jessica, the BMB Ninja by Nikkodo makes the perfect traveling companion. Lightweight, simple to operate but packed with heavyweight features including CD+Graphics, digital key controller and echo. So she can practice singing and take the fun along wherever she goes.

Call 1-800-NIKKODO for our new catalog or the name of your nearest dealer. Nikkodo, choice of top KJ's and top singers alike — just ask Jessica.

BMB
KARAOKE SUPER BRAND

See us at the NC&B Show
Las Vegas, Booth #1029 & #1128
and 1996 CES - Las Vegas

Karaoke's UK Connection

Sunfly shoots for success on both sides of the Atlantic

Unless you've spent the last five years stranded on a deserted island, you know all about how the concept of karaoke jumped the Pacific from Japan to California, beginning its slow spread from the West Coast to the East.

Meanwhile, on the other side of the Atlantic, karaoke has been gathering a loyal following. Much of its European success is due to the efforts of a couple of madcap Brits named John West and Richard Rhodes. West was a top international DJ and karaoke show producer with some of the largest companies in Europe. Rhodes came to the table with a background as an internationally acclaimed fashion merchandiser with ten years in music management. It was just under four years ago that John and Richard were brought together by a common goal—to establish a benchmark in Karaoke audio and video production. The result of their efforts is Sunfly, which has become the No. 1 selling native karaoke label in all of Europe.

This side of the pond

In North America, Sunfly is distributed by Sunfly USA in Naples, Fla. (800-972-2736), operated by Brent Peterson and Jim Dalia. Both believe Sunfly can have the same success in the United States as it has in Europe. Dalia credits Sunfly's programming department, which continually watches the U.S. hit lists.

By staying on top of the charts, and because some songs top the charts in the U.K. months before making it big here, some titles appear on Sunfly discs before they make it into the U.S. Top 10. In addition, because of Sunfly's roots in the U.K., the discs offer an interesting mix. For example, CD+G Volume 7, contains what you and your singer may expect to be the Sinatra karaoke favorite *My Way*. But read the fine print. It's not Sinatra's way at all but the classic punk rock rendition as done by Sid Vicious and the Sex Pistols, (expletives deleted).

For the most part Sunfly's sensitivity to the charts is a plus. Each new release contains a broad mix of new and popular catalog material. In addition, specialty compilations add to the library's value. Being that most KJs carry a collection of discs from several manufacturers, the Sunfly catalog offers much to pick and choose from. For your Christian Karaoke parties there's Volume 16 which includes Eric Clapton's version of *Sing Low Sweet Chariot* and Norman Greenbaum's *Spirit in the Sky*. Senior citizen groups will appreciate Volume 8's selection of Broadway show tunes, all extremely well produced with full orchestration. The Motown classics spotlighted on Volume 18 are sure-fire, hand-clappin' requests for almost any age group. Overall, Sunfly offers a good mix of country, classic and hard rock, pop, gospel, R&B and rap.

Audio/Video quality

With Sunfly's emphasis on high production standards, it's no surprise that each release is an improvement over the previous. In comparing a most recent CD+G with one of the first, the newer disc has a much better, fuller sound. While the actual arrangement and instrumentation of the backgrounds is excellent on both, the playback volume of the first was down somewhat from the newer one.

Lyrically, the "authoring" (the process of synchronizing the on-screen lyrical display to the music) was very good. In comparing twenty different songs to the originals, only one was found where the sync was a bit off in the beginning, and aside from a couple of typos (see sidebar), the lyrics were true to the originals.

For the recording of the background tracks, Sunfly's musicians use the same instruments as were used for the original. The result is backgrounds close to the originals without a synthetic sound.

Sunfly is equally concerned about the quality of video production of its laser disc line. Here, the goal was to match the karaoke lyrics with a music video that follows the story. The videos cover the spectrum from sensuous to funny to computer generated images.

Joining the line soon, will be the Sunfly line of CDVs, offering the full motion videos along with the background tracks and graphics, on a standard CD size disc.

Sunfly presently offers thirty CDGs and fourteen Laserdiscs (including foreign language product). Prices are $34.95 and $79.95 respectively.

- *Guaranteed Lowest Prices*
- *Same Day Shipping*
- *Huge Everyday Inventory*
- *Professional Sales Consultants*

WE ACCEPT MASTERCARD

WE ACCEPT VISA

KARAOKE ATLANTA
DISTRIBUTORS

WHOLESALE ONLY

Call Now for Our Free Catalog and Dealer Application!

1-800-949-SING

(7464)

Delivering The Hottest Hits of Tomorrow... Today!

Sunfly Karaoke instrumentally reproduces all sound tracks so true to the original, most people think all you've done is remove the vocal from the original artists' recording!

- No Synthesized Electronic Elevator Music
- Highest Quality CD+G Text Graphics
- Videos w/ Accurate Storylines That Rival Any MTV Video
- Titles Released On A Regular Basis
- More Hits Per Disk

Fat Cockerel Karaoke, currently available on Laser Disc, will soon debut its new Compact Disc + Graphics (CD+G) line!

- Unique Blend Of Yesterday's And Today's Hits
- High Quality Audio And Video Tracks
- Songs Not Found On Other Labels
- Classic Songs By Artists Such As:
  The Doors, Eagles, Mariah Carey, Phil Collins, Neil Diamond, Boston, Queen and more.

SUNFLY USA

1737 Boxwood Lane • Naples, FL 33942
Telephone: 1-800-972-2736 • Fax: 1-813-649-5032
Call For FREE Catalog • Dealer Inquiries Welcome • Coming Soon: CDV!

CD essentials
Store • Organize • Open • Clean

Finally, everything you need for your CDs in four ultra-convenient accessories...

New!

STORE with The Super Shelf™

Cuts through any new CD packaging. $2.99 + $.50 s/h

Stackable storage system... most efficient & cost-effective available today. Capacity 40 CDs. $12.99 + $4.50 s/h

OPEN with EZ-CD™

ORGANIZE with DiscPickables™

16 quality wipes in jewel box dispenser. $3.99 + $.50 s/h

16 Dividers w/bendable tabs. 12 printed (AB–XYZ), 4 blank; can customize. Use with all storage devices. $5.99 + $1.00 s/h

CLEAN with CD Care™

SAVE with Essential Collection™ which includes DiscPickables, EZ-CD, and CD Care. $9.99 + $2.00 s/h (SAVE $3.00)

BONUS: Super Shelf, DiscPickables & Essential Collection each come with The Compact Disc User's Guide, absolutely free.
Send check/m.o. to MacTec Products, Inc., 21416 Velicata St., Woodland Hills, CA 91364 (CA Res. add tax)
or call us for a free catalog at 800-MAC-TEC-1.

Patents Pending

BEST OF WHAT'S NEW

Karaoke Releases

Abracadabra Sound Choice	(Steve Miller) CD+G
Bop Nikkodo	(Dan Seals) CD+G
Do They Know It's Christmas Sound Choice	(Band Aid) CD+G
Don't Stop Believing Cosco	(Journey) MIDI
Going Through The Big D Sound Choice	(Mark Chesnutt) CD+G
Half Way Down Music Maestro	(Patty Loveless) CD+G
I Feel The Earth Move DKKaraoke	(Carole King) CD+G
I Want To Take You Higher Nikkodo	(Ike & Tina) CD+G
In Your Eyes Music Maestro	(Peter Gabriel) CD+G
Jealous Guy Pioneer	(Roxy Music) Laser
Mr. Roboto Tune 1000	(Styx) MIDI
Open Arms Nikkodo	(Journey) CD+G
Peace Train Coley Productions	(Cat Stevens) CD+G
Sound Effects Cosco	 MIDI
Tom Sawyer Tune 1000	(Rush) MIDI
Vincent (Starry Starry Night) Pioneer	(Don McLean) Laser
We Go Together Music Maestro	("Grease") CD+G
You Made Me Love You DKKaraoke	(Standard) CD+G

Courtesy of Karaoke Scene, for subscription information, call 818-345-0040

World's Largest One-Stop Karaoke Shop!

PRO SING Karaoke

DISC

CD FM 5001 "CDG"

Jingle Bells	Christmas	1
Joy To The World	Christmas	2
Deck The Halls	Christmas	3
We Wish You A Merry Christmas	Christmas	4
Silent Night	Christmas	5
It's Beginning To Look Alot Like	Christmas	6
The Twelve Days Of Christmas	Christmas	7
Away In A Manger	Christmas	8
Sleigh Ride	Christmas	9
Frosty The Snowman	Christmas	10
O' Come All Ye Faithful	Christmas	11
Rudolph The Red Nosed Reindeer	Christmas	12
Hark The Herald Angels Sing	Christmas	13
Silver Bells	Christmas	14
O' Holy Night	Christmas	15
It Came Upon A Midnight Clear	Christmas	16
The First Noel	Christmas	17
Winter Wonderland	Christmas	18

CD FM 5002 "CDG"

Tennessee Christmas	Grant, Amy	1
Christmas In Dixie	Alabama	2
I Only Want You For Christmas	Jackson, Alan	3
Rockin' Around The Christmas Tree	Lee, Brenda	4
Hard Candy Christmas	Parton, Dolly	5
Grandma Got Run Over By A Reindeer	Elmo & Patsy	6
Christmas Time's A Comin'	Reed, Jerry	7
Rockin' Little Christmas	Allen, Deborah	8
Old Christmas Card	Reeves, Jim	9
I Saw Mommy Kissing Santa Claus	Boyd, Jimmy	10
A Christmas Letter	McEntire, Reba	11
CHRISTMAS	Shelton, Ricky Van	12
Pretty Paper	Nelson, Willie	13
I'll Be Home For Christmas	Bogguss, Suzy	14
How Do I Wrap My Heart Up	Travis, Randy	15
Have Yourself A Merry Little Christmas	Gayle, Crystal	16
'Til Santa's Gone	Black, Clint	17
Santa Looked Alot Like Daddy	Owens, Buck	18

CD FM 5003 "CDG"

Joy To The World	Gilley, Mickey	1
Away In A Manger	Jennings, Waylon	2
If We Make It Through December	Haggard, Merle	3
O' Little Town Of Bethlehem	Gilley, Mickey	4
Up On The Housetop	Boxcar Willie	5
All I Want For Christmas Dear Is You	Mandrell, Louise	6
I Heard The Bells On Christmas Day	Gatlin, Larry	7
Jingle Bells	Wagoner, Porter	8
O' Christmas Tree	Hall, Tom T.	9
It Came Upon A Midnight Clear	Anderson, Bill	10
What Child Is This	Gayle, Crystal	11
I Believe In Santa Claus	Parton, D. & Rogers, K.	12
Deck The Halls	Boxcar Willie	13
O' Holy Night	Gatlin, Larry	14
We Wish You A Merry Christmas	Wagoner, Porter	15
Jolly Old St. Nicholas	Hall, Tom T.	16
O' Come All Ye Faithful	Jennings, Waylon	17
The First Noel	Anderson, Bill	18

CD FM 5004 "CDG"

Santa Bring My Baby Back	Presley, Elvis	1
Santa Claus Is Comin' To Town	Springsteen, Bruce	2
Merry Christmas Darlin'	Carpenters	3
Holly Jolly Christmas	Ives, Burl	4
Blue Christmas	Presley, Elvis	5
Happy Christmas	Lennon, John	6
Feliz Navidad	Feliciano, Jose	7
The Christmas Song	Cole, Nat King	8
There Is No Christmas Like A	Como, Perry	9
Please Come Home For Christmas	Eagles	10
It's The Most Wonderful Day Of Year	Williams, Andy	11
White Christmas	Crosby, Bing	12
Here Comes Santa Claus	Presley, Elvis	13
Let It Snow	R & B	14
Christmas Family Friends And You	Weaver, Patty	15
Snow Medley	Christmas	16
Merry Christmas Baby	Presley, Elvis	17
The Greatest Gift Of All	Rogers, K. & Parton, D.	18

CD FM 5005 "CDG"

Have Yourself A Merry Little	R & B	1
Jingle Bells	R & B	2
Jolly Old Saint Nicholas	R & B	3
Joy To The World	R & B	4
Let It Snow	R & B	5
O Come All Ye Faithful	R & B	6
O Holy Night	R & B	7
O Little Town Of Bethlehem	R & B	8
Silent Night	R & B	9
Up On The Housetop	R & B	10
We Wish You A Merry Christmas	R & B	11
White Christmas	R & B	12
Blue Christmas	R & B	13
Auld Lang Syne	R & B	14
Deck The Halls	R & B	15
Hark! The Herald Angels Sing	R & B	16
Go Tell It On The Mountain	R & B	17
Winter Wonderland	R & B	18

Software that will become your personal manager!

CPDJ 0002

PRO ENTERTAINER SOFTWARE FOR WINDOWS

Make Someone's Christmas Special With Great Software!

LOST CLASSICS

Create A Special Christmas With Karaoke!!!

Call For A Complete Lost Classics CDG Listing!!!

NASHVILLE

CD NS 0019 "CDG"

Adalida	Strait, George	1
You Ain't Much Fun	Kieth, Toby	2
House Of Cards	Carpenter, Mary Chapin	3
Fall In Love	Chesney, Kenny	4
Texas Tornado	Lawrence, Tracy	5
Too Old To Die Young	Bandy, Moe	6
Willing To Walk	Foster, Rodney	7
Black Coffee	Dalton, Lacy J.	8
Mississippi Moon	Anderson, John	9
I'm Still Dancing With You	Hayes, Wade	10
Honky Tonk Angels	Wells, Kitty	11
That Just About Does It	Gosdon, Vern	12
Bayou Boys	Raven, Eddie	13
Darned If I Do	Shenandoah	14
I Am Who I Am	Dunn, Holly	15

It's Christmas Here at Pro-Sing Karaoke!

Make Christmas Even More Special With Pro-Sing CDGs, Laser Discs, Hardware and Gift Certificates!

Give us a call! We will be happy to fulfill your special holiday requests in any way we can!!!

St★rDisc

CD SD 0005 "CDG"

Let It Snow	Boyz II Men	1
O Holy Night	Campbell, Tevin	2
What Child Is This	Williams, Vanessa	3
Silent Night	Phillips, Wilson	4
Merry Christmas Baby	Springsteen, Bruce	5
Little Saint Nick	Beach Boys	6
Merry Christmas Darling	Carpenters	7
Santa's Gonna Come In A Pickup Truck	Jackson, Alan	8
Santa Looked A Lot Like Daddy	Brooks, Garth	9
There's A New Kid In Town	Yearwood, Trisha	10
Jingle Bell Rock	Travis, Randy	11
One Bright Star	Gill, Vince	12
Greatest Gift Of All	Rogers, K. & Parton, D.	13
White Christmas	Crosby, Bing	14
Blue Christmas	Presley, Elvis	15

Announcements — Sound Effects

INFO FUN DISC

SEE PAGE 8 IN OUR BIG CATALOG!

CALL TODAY! ONLY $14.95

Fun Facts — Drum Rolls

Pro-Sing Stocks All Your Special Christmas Stocking Stuffers!!!

PIONEER

The Art of Entertainment

LD PI 0251 "LASER DISC"

I Saw Mommy Kissing Santa Claus	Ronettes	1A
What Child Is This	Christmas Traditional	2A
Do You Hear What I Hear	Christmas Traditional	3A
Beginning To Look A Lot Like Christmas	Crosby, Bing	4A
O Little Town Of Bethlehem	Christmas Traditional	5A
Let It Snow	Christmas Traditional	6A
O Come All Ye Faithful	Christmas Traditional	7A
Away In A Manger	Christmas Traditional	8A
Hark! The Herald Angels Sing	Christmas Traditional	9A
O Christmas Tree	Christmas Traditional	10A
We Three Kings	Christmas Traditional	11A
The First Noel	Christmas Traditional	12A
Blue Christmas	Presley, Elvis	13A
Rockin' Around The Xmas Tree	Lee, Brenda	14A
Happy Birthday	Traditional	1B
The Alphabet Song	Traditional	2B
This Old Man	Traditional	3B
Frere Jacques	Traditional	4B
Yankee Doodle	Traditional	5B
London Bridge	Traditional	6B
On Top Of Spaghetti	Various	7B
Baa Baa Black Sheep	Various	8B
It's Raining, It's Pouring	Various	9B
Alouette	Traditional	10B
Row, Row, Row Your Boat	Traditional	11B
Old Mac Donald	Traditional	12B
The Hokey Pokey	Traditional	13B
Do-Re-Mi	Show Tunes	14B

PROTECT YOUR INVESTMENT WITH A 200 CD TOMBOX FOR ONLY $180.00!

If you turn the cover, the numbers (0-199) will appear on the digital display. Stop at the desired number, pull the button, and the right CD will come out dust free. The TOMBOX enables you to save the space of 200 CD cases! The high-tech design and the rounded forms make the TOMBOX fit in each and every room. The TOMBOX can be placed on a flat surface or mounted to the wall.

FREE CATALOG AND INFORMATION PACKAGE JUST . . .

CALL 1-800-PRO-SING

Turn It On!

THE KARAOKE SPIGOT™

& THE MASTER CDG LIST™

The Ultimate Songbook Building Software

IBM Compatible-Windows Version

THE PREMIER MOST UP TO DATE AMERICAN CDG DATABASE ON EARTH

Updated DAILY--Updates Available upon request-At A Reasonable Rate

NO MORE TYPING Look Up Songs (Past & Future) In Seconds

407-728-4070

Custom Karaoke Song Books

Nothing Impresses the boss or a karaoke crowd like an easy-to-read **karaoke song book** that works and looks like a pro. And since 1989 Karaoke Show Pros has been dedicated to making the best song books available. Song View Menus® have the features that will help your crowd find their songs fast, and keep your gig *moving*. Features include:

- A Song Guide With 14 Categories Including A-Z By Song & Artist, Oldies, Country, Motown & More!
- Extra Bold Song Numbers
- All Songs Are Checked With "The Billboard 100"
- ***48 Hour Turnaround***
- Attractive Borders
- Mix Any LD & CDG Discs
- List Your Songs By Song Or Artist First
- Custom Headings
- Custom Footers
- Laser Printed Masters
- ***FREE Request Slips***

FREE INFORMATION AND SAMPLES

Best Quality, Lowest Price Compare And Save!

(800) 9-SONG BOOK

216 BROADWAY ● COSTA MESA, CA 92627 ● (714) 631-5330 ● FAX: (714) 650-6776

Master your CDG library with Karaoke Spigot

Karaoke Spigot is the most comprehensive and accurate database of existing CDG karaoke songs in the world, now packaged with an easy to use search tool and custom songbook software!

MASTER CDG LIST ™

The Master CDG List™ is the latest, up to date, meticulously corrected database of American CDG karaoke offerings available from EVERY KNOWN MANUFACTURER of karaoke material. It even includes announced offerings which will be available in future production runs. With The Master CDG List™, you can check availability of any song request against all manufacturers in seconds! It is simply the database "No KJ Should Be Without."

KARAOKE SPIGOT™

The Karaoke Spigot™ is both a comprehensive search tool for The Master CDG List ™, and the best songbook building software available today. It was designed by working KJs and karaoke dealers to meet the needs of karaoke professionals!

Features include:

- Fast and easy transfer of titles from The Master CDG List™ to your personal songlist.
- Both a main and update songlist. (This is an excellent way to draw attention to new selections, while keeping reproduction costs to a minimum.)
- Enhanced data entry. (Include custom selections with a lightning fast edit tool.)
- Enhanced sorting. (View your data sorted by song title, artist, or disk.)
- Enhanced viewer. (Choice of either single, or page view.)
- Custom report engine. Choice of popular report styles available at the click of a button. Just add your own title and trailers. It just couldn't be any simpler to create a professional book.

For more information, contact Nelson Enterprises, 1390 Illinois St. NW, Palm Bay, FL. 407-728-4070

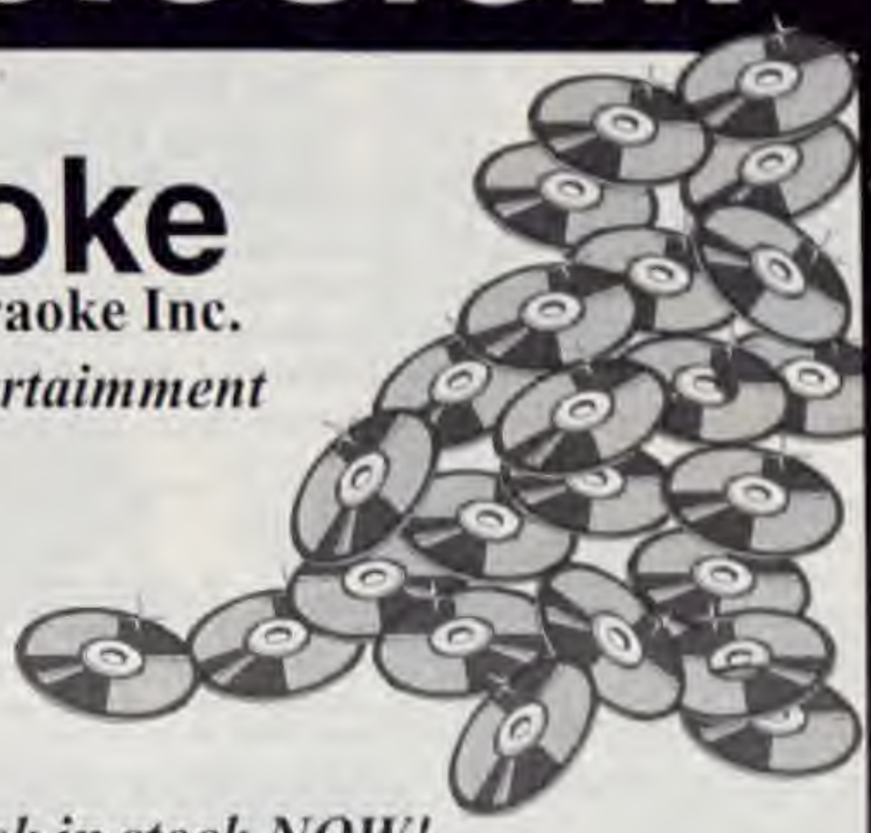
Karaoke Explosion!

DKKaraoke

Starr Karaoke

Authorized Dealer for DK Karaoke Inc.

The Leader in Sing-Along Entertainment



Early Bird Year-End Blow Outs!

DKK200P CDG Player by Sony--*They're back in stock NOW!*

Perfect add-on player to any DJ system: Rapid Cue up time ■ Multi-function timer ■ One-touch access remote control! ■ Much more!!

This player free when you purchase a set of 82 DKKaraoke CD+G's.....

Look!

JVC XLGM800 CD+G Multi Changer

Six-Disc Magazine loaded ■ Two mic inputs ■ Digital key control ■ Digital echo ■ Vocal masking■ More!

Save Early! Save Big! Hardware/Software Combos

DKK200P CDG Player & 20 CD+G Discs As low as **$529**

JVCXLGM800 Multi Changer & 20 CD+G Discs As low as **$799**

Free TV Monitor Stand With Purchase of Full Software Set

(While Supplies Last) Call NOW!

Call 800-990-SONG (Ask for ext. 99)

CD 240

Space-Saving CD Storage System!

4 X More CD's

Includes:
240 ProSleeves
Separate pocket for liner notes
Tab pocket for CD Spine labels
8 Dividers - Labels - Carrying case
$134 Pro Net Complete

Introductory Offer $99

ProSleeve is a registered trademark of CASE LOGIC

Twin Tornado

Air Injection System
Blasts your Fog like never before!

Includes 2-25' Hoses

$339

The SuperTable

Equipment platform for load ins - outs as well as a table!

Skirt Included

"Since 1973"

Colorado Sound N' Light
(303) 429-0418

Be a Mobile DJ!

In-depth 75 minute program unlocks the secrets to becoming a successful Mobile Disc Jockey.

The Video Guide to Earning Money as a Mobile Disc Jockey

"This video covers all the basics of the business with needle-sharp preciseness...a wealth of information and advice."-*Mobile Beat Magazine*

★★★½ "Highly recommended" -*Video Librarian*

$39.95 +$3S&H (NYS + $3.40 tax)
AMEX/VISA MC/Check

Order Now or for FREE info:
1-800-225-0000
Outpost DJ Video Productions
PO Box 424, Commack, NY 11725
No Risk Money Back Guarantee!

LIGHTS NEW & USED

- 700 WATT REMOTE FOGGER, New! $99
- GALLON FLUID $18
- PAR 38 CAN $18.50
- GOBO SPOT $56

FREE CATALOG, CALL
800 880-0885

"The Most Popular Video Series In The DJ Indust

ULTIMATE DJ TRAINING VIDEO

video #1

"THE ULTIMATE GUIDE TO PROMOTING & EXPANDING YOUR DJ BUSINESS:
(90 minutes crammed full of useful & exciting marketing ideas dominate your marketplace.)

"I learned so many great ideas from all three videos - Thanks A Lot!"
- Frank Mercer, Phoenix, AZ

"This video series is the mo[st] tool I've purchased to date.
- Chad Mc[Kay]

video #2

"THE ULTIMATE GUIDE TO USING BIG S[CREEN] MUSIC VIDEOS IN YOUR DJ BUSINESS:
(Double or triple your normal rates with Big Screen Music V[ideos])
We show you What to buy - How to use it - How to market

"... to get into music video, I think the price of the tape could prove to be one of the best investments you'll ever make."
- Robert Lindquist, Mobile Beat Editor

"This video covers virtua[lly] Big Screen Music Video. I recommend it!"
- Wolf Zimme[r]

video #3

"THE ULTIMATE GUIDE TO HOSTING [A] YOUR OWN BRIDAL SHOW"
(Why buy a booth when you can run your own Bridal [Show] other wedding vendors for a big profit & book lots of [brides])

"This tape is a major breakthrough. If you use the video - your Bridal [Show] - Kevin Wayne McClain, National D[irector]

video #4

"HOW TO PROPERLY EMCEE WED[DING] RECEPTIONS"

"... it helped me polish my own skills and train my oth[ers]
- Ro[b]

EACH VIDEO Just $32.95 + $3.00 Shipping & Handling
or **$119.95 For All 4 V[IDEOS]** + $5.00 Shipping &

ULTIMATE VIDEO

CALL 1-800-567-2521
CANADIAN RESIDENTS CALL (618) 244-[6]
Or Send Check or Money Order To:
MIDWEST VIDEO PRODUCTIONS - P.O. Box 2306, M[t. Vernon]

...cking
...rops &
...ways!!!
...talog!

DIGITAL SE
...es (2)LVA 5.0
...SE-Quad
...ick. Never
...t sell $2,000!
...987

...TION
...in CDG
...ndustry!
...ftware
...00-232-8808

The DJ's Guide For Various Artist CD's

Over 17,000 Songs Listed Alphabetically By Title
THE CD BIBLE as Reviewed in
Mobile Beat Magazine (Aug/Sept '95, p16)

A Must For All DJ's & Radio Jocks

Send Check or Money Order to:
J & K Enterprises - 212 E. Main St., Carnegie, PA 15106
or Call to Order by Credit Card
(412) 279-8888

One Book $49.99 + $4 s/h; 5 or More Books $32.50 each
$4 s/h on first book, $2 s/h on each additional book
• In PA, Add 7% sales tax • Allow 4 to 6 weeks for delivery

DON'T YOUR AV...OL!
ADVE...IST
MOBILE
MAKE...st of ALL-TIME,
MONE...ilable as a high ...ference for your ...al customers!

...ly $20!
...nt to
..., N.Y. 14445

...card

BANNER — FAST —

COOL DESIGNS ON BUTTONS, BANNERS & MAGNET...

Bannerland (800) 654-0294

"Italian Music"
...rank Sinatra"...
... trouble!!
...eed...
...ALIANO!
...nd Contemporary
...s on CD performed
... 1995, not 1955!
...! Prices include shipping!
...$24.95 in Canada) to:
...ILE MUSIC
...O Box 106
...ochester NY 14445
(NYS add 8% tax)

The DJ's Guide to Running Weddings

VIDEO TRAINING PACKAGE

The complete, professional guide to coordinating weddings and hosting wedding reception parties.

- *Video, Book, & Custom Forms + s/h - $95* TOTAL PACKAGE

or ORDER ITEMS SEPARATELY:

- *The Video (60min.) - $69 +($2.50 s/h)*
- *The Book (65 pages) - $19 +(1.50 s/h)* "The Professional Guide to Coordinating Weddings"
- *Custom Forms (preprinted contracts, protocol sheets, reception questionaires + more!) - $14+($1.00 s/h)*

M C & VISA accepted

Call 800-639-8586 or 617-364-6203

Turn Your Party Into An Event!

DJ Games - This book is loaded with over 90 games for Professional Mobile/Club DJs at all occasions. DJ Games is the DJ tool of the '90s! Get rebooked - get your hands on DJ Games - Just $12.95+$3 S/H (Outside US + S/H $5).

As seen in MB review Issue #18

Ultimate Trivia Quiz Book - Jam-packed with over 10,000 trivia questions! Including over 1,000 music related questions. Easy to use. Stop fumbling with cards and get the only trivia book you'll ever need. A great ice-breaker, excellent at clubs! Order today! Just $19.95+$4 S/H (*Outside US + S/H $5). WHILE QUANTITIES LAST!

Save $$ Order Both Books For Only $29.95 (Outside U.S. + $5)

NOW WITH TWO-DAY PRIORITY MAIL SERVICE

Send Check or M.O. to: Encore Entertainment, PO Box 404, Roosevelt, NJ 08555

ADVERTISING DEADLINE
For FEB/MARCH #30 iS NOV. 22
CALL TODAY (716) 385-9920

FREE! Windows SOFTWARE

DEMO

INFOMANAGER
For Windows & Windows 95 v2.0
New Version!

- * Easy to Learn and Use
- * Over 100 printed reports
- * Prospect follow-up reminder
- * Design contracts and letters
- * Track prospects, clients songlists, assets, & more!
- * Check for open dates
- * Karaoke features included

CustomWare Systems

Compuserve: 74544,3200 or Internet: tweeks@pic.net

1517 Livingston - Plano, Texas 75093 - (817) 929-2800

Internet Homepage www.cwarenet.com

ATTENTION DJs & KJs

Need a surefire method to obtain wedding receptions, private parties or other gigs? **REWARD YOUR CLIENTS WITH VACATION PACKAGES.** Give away trips to **ATLANTIC CITY, BAHAMAS w/ cruise, LAS VEGAS,** and many more. You choose the destination to award. **YOUR COST IS ONLY $5-$10** per vacation (depending on how many you order). Mention this ad and receive **10 FREE Additional Vacations** with your first minimum order of 20 or more.

For more info, call (703) 551-0648, x-1925.
To Order, call Dynasty International Vacation Network at (800) 815-5088, x-1925.

ROTATIONS

A MUSIC RESOURCE FOR THE PRO DJ !

PRODUCTS FOR A PRO MOBILE DJ BUSINESS:

- *Exclusive* DJ-Only Compilation CDs
- National DJ Service For Time Life CDs
- A Variety of Domestic/ Import Compilation CDs
- CDs Reviewed in *Mobile Beat Magazine*

THE BENEFITS OF OUR MAIL ORDER SERVICE:

- We Service Only Pro Mobile DJs & Their Business
- Monthly Catalog Features New CDs In Each Issue
- Your Satisfaction is *Always* Guaranteed
- Toll Free No. Available to Order Your Merchandise

Special DJ Sales & Service Hours:
Mon. - Thurs. Noon - 10 pm; Fri. Noon to 6 pm(EST)

(610) 631-1779 SALES & SERVICE | rotations@aol.com INTERNET | (610) 631-1984 FAX SERVICE

132 WENDOVER DRIVE
NORRISTOWN, PA 19403

VISA · MasterCard

Don't Miss Out!

on Back issues of Mobile Beat

The "Collectors" set! Issues 1-6: The infamous year—1991—when Mobile Beat first hit the streets!
Get the entire collection for only $12! (incs. s/h)

Issue #23 Dec/Jan '95: "How to Sell Bridal Shows"
Issue #24 Feb/March '95: "1995 Top 200 Playlist"
Issue #26 June/July '95: "Weddings," "Big Bands"
Issue #28 Oct/Nov '95: "Lighting"

Back issues are $5 (Can. $6/US funds)
Send check or MO to: Mobile Beat Magazine,
PO Box 309, East Rochester, N.Y. 14445

1-800-232-8808
WE'VE GOT THE TOOLS
1-800-232-8808

WE RE-CONE
AND HAVE PARTS FOR ALL PRO, HOME AND AUTO SPEAKERS.
TRI-STATE LOUDSPEAKER
(412) 375-9203

WANTED TO BUY:
HHB Bit Box; Rackmount dbx/3bx series III; Pro rackmount DAT; Schematics/parts for Bozak mixers; Panasonic 4100, etc; Urei 1620 mixer; Crest FA1201/2401 amps; 74 mins. CDRs, Jerky Boys edited CD.
Call Jeffery (914) 691-7163.

NEW & USED DJ EQUIPMENT
For more information:
ISM PO Box 702 York, PA 17405
717-845-3985 / 800-864-2635

FREE FREE FREE FREE

As seen at DJ Expo '95

"MACARENA"

* AMERICAN VERSION

This Dance is Hot!

Great for clubs and all mobile parties

CD (only): $8.95 each +s/h 5 or more: $7.95 each +s/h

FREE w/ purchase:
Illustrated Dance Instructional Guide

Create the energy at your next show!
Better than the Slide!

Call: (609) 627-1283

ATTENTION CANADA!
We Are YOUR DJ Equipment Warehouse

CHECK OUT THESE SPECIALS!

TPR Moonshine	$199.cdn.
TPR Ladyfinger	$89. cdn.
P.S.L. Rotostar	$1599. cdn.
FREE CD'S	CALL*
MMS 100 CD Box Set	$CALL*
ADJ Mystic	$449. cdn.
High End Trackspot	$CALL
Ness D. Derby	$389. cdn.
Ness Orbiter	$339. cdn.
Global 1200w Fogger	$739. cdn.

Call to get on mailing list
1-902-899-0732
Save Exise/Brokerage/Duties!

professional ASL sound & lighting systems
R.R.#1 Brookfield, N.S.
Canada B0N 1C0

*For Lease Only. Not For Sale.
AVLA Licensed. Available in Canada Only

WANT MUSIC VIDEO?

Lick your chops! Wolfram is the music video source. The latest. The greatest. Whatever music your customers come for, give 'em more. We've *got* more. Come and get it! Call toll-free 800-433-1652.

WolframVideo

© 1995 Wolfram Video, Inc.

Mobile BEAT
The DJ Magazine

LOWEST PRICE IN THE WORLD
On Technics, Stanton, and Audio-Control Analyzers.
National Sound 800-541-9140

FIRST DANCE CD PLAQUES

8X10 FRAME $14.95 -$34.95ea. + (S/H)

5 MODELS TO CHOOSE FROM
For the cost of a CD give your wedding couples a memory to cherish -
A FRAMED CD OF THEIR FIRST DANCE SONG!
Give us the couple's name, first dance song, title, artist and wedding date.
WE DO THE REST!
Call for a brochure today **540-825-6401**

GPE
Setting New Standards In Service & Support!
Great Selection Of Hardware At Excellent Prices!
WE HAVE ONE OF THE LARGEST INVENTORIES OF KARAOKE LDS & CDGS ON THE EAST COAST!
Greg Powers Entertainment

NO EXTRA HANDLING FEES • NO DECEPTIVE GIMMICKS
Call Us TOLL FREE For Our CATALOG!
CHECK OUT OUR NEW LOW PRICES!
PIONEER • UK KARAOKE • MUSIC MAESTRO • DKK • SUNFLY • JVC • SOUNDCHOICE • AND MORE

Visa
MasterCard
American Express
Discover
Gladly Accepted

800-282-4GPE

GPE
901 US Rt 1
Saco, ME 04072
tel: (207) 282-3783
fax: (207) 283-4512

"THE ALL NEW" MIND BENDER'S DISC JOCKEY GUIDE BOOK!

(EASY TO USE)

- The only guide book, that will train you to become a successful independent specialty or variety Disc Jockey.
- For the beginner and already professional Disc Jockey.
- Music store owners - that want to serve professional D.J.'s.
- Nite club owners - who want to have the best dance music in their clubs.
- Dance music collectors.
- Includes over 3,700 of the most requested dance songs from 1941 through 1991, 50 years of dance music, in all categories.
  - Listed Alphabetically by Artist
  - Categorized
  - Beats Per Minute
  - Wedding Formats
  - Holiday Songs
  - Traditional Songs
  - Rated
  - Year
  - Contracts
  - Special Occasion Songs
  - Aprrox. 30 Non Dance Songs
- What you need to know about variety D.J.'s and specialty D.J.'s.
  - Getting Started
  - Show Contracts
  - Pricing of Shows
  - Learn to do all Types of Successful Shows
  - Good Selling Points
  - Wedding Formats
  - Step-By-Step Procedures for Cuing & Mixing Music
- **$ EARN EXTRA CASH $**
  - Learn the secrets to having a fun & profitable career as a Disc Jockey!
  - All information compiled from my own music collection & past experience, D.J., Don Bitner.

TO ORDER!!!

Send check or money order to Donald Bitner T/A Mind Bender's Variety, 207 E. Walnut St. Shiremanstown, Pennsylvania 17011

MasterCard or VISA

Cost	$19.95
S&H	3.00
OUTSIDE U.S.A. AD S&H	10.00
PHILADELPHIA RESIDENTS AD 1% USE TAX	.20
TOTAL	

Allow 4 - 6 Weeks For Delivery

1-800-899-1740 or 717-730-0713

T.N.T. Enterprises

Our Full Line of DJ Party Props
Will Liven Up the Dullest Crowd!

Hats, Sunglasses, Inflatable Instruments, Seasonal Toys in fun

Assortments at Lower-Than-Retail Prices!

Plus, a Full Line of Costumes & Accessories Available.

Send For a Free Catalog!

PO Box 666 Manville, NJ 08835
908-298-1989 Fax - 908-298-0484

THE TOPS IN SOUND & LIGHTING

MUSIC · SOUND · LIGHTING
TOP HAT productions

*Let our professional DJ's help you make an educated purchase so each piece of equipment you buy **makes you money** without costing you a fortune.*

The Professional DJ's Choice!

CROWN • YORKVILLE
COMMUNITY • SHURE
MTX • ASHLEY
AMERICAN DJ • NESS
ROLLS • ULTIMATE • BBE
& MOST MANUFACTURERS

1(800)TOP HAT-1

Visa & Mastercard • **NYC call 718-370-8566** • Mail Order Welcome

The Time Machine II

The Second Generation Is Here
PO Box 565 - North Chelmsford, MA 01863

This hand held computer will tell you exactly how fast any song is (BPM) with 99.5% accuracy in under 5 seconds or you get your money back. The Second Generation Time Machine requires only one 9 volt battery. It is simple to use, reliable, and all displays light up. (30 Day Money Back / 1 Year parts & Labor warranty - $15 restock fee)

$125 *Including S&H & Insurance*
Please Call for more info

508-649-5050
(508)-649-2802 - Fax

DJs!! If you think "Italian Music" is"anything by Frank Sinatra"... You're in trouble!! You need...

VIVA ITALIANO!

22-Traditional and Contemporary Ethnic Italian Hits on CD performed to sound like 1995, not 1955!

Limited Quantities! Prices include shipping!
Send $19.95 ($24.95 in Canada) to:
MOBILE MUSIC
PO Box 106
East Rochester NY 14445
(NY: add 8% tax)

WHOLESALE PRICES ON PROMO T's & More!

- T-shirts w/ logo as low as $2.50
- Staff shirts • Hats
- Company jackets • Sweatshirts

Screen Printing & Embroidery

Don't blow all your gig money on promotions - Save Now! We guarantee low prices and a quick turn-around!

Call, fax, or write for information or a catalog today!
198 East St, Wallingford, CT 06492

Fax or Phone (203) 294-1656

SHIRT GRAPHIX

CABLE TV

Converters and Descramblers
Call with your make & model # ready
BUYER'S ASSOCIATES
1-800-889-5139
Anyone implying theft of cable service will be denied assistance

1000 WATTS, 13 POUNDS, $ 545.00

More room in your rack and less pain in your back. **Extremely compact and lightweight, 3.5" high, 19" wide, 7.5" deep and only 13 pounds.** Model **800-SR-4** power amplifier offers 275 watts / CH into 8 ohm speakers and 500 watts / CH into 4 ohm speakers. List 1095.00

Tomorrow's Digital Technology Today: In 2 or 3 years you won't feel that our amp is obsolete because of its size and weight. 90% operating efficiency makes it small and light. AFFORDABLE, RELIABLE, HIGH QUALITY DIGITAL POWER, SATISFACTION GUARANTEED:

Since : 1986
ELECTRO FORCE CORP.
727 OAKSTONE WAY
ANAHEIM, CA 92806

Call or write for more details & spec. sheets:
(714) 774-3666
(800) 227-4445

BPM BOOKS

Call (800) 266-4700 for free brochure.

Bobby Morganstein Productions

INTRODUCING THE NEWEST "MUST HAVE CD" FROM BOBBY MORGANSTEIN PRODUCTIONS —

CD #11 The Complete Big Band Swing Party CD

This CD contains the most requested Big Band swing selections, using classic arrangements, recreated in digital stereo. Featuring Rick Hall and his Swingin' K-9 Ten.

$28.00

As originally recorded by Benny Goodman
1. Let's Dance
2. Sing, Sing Sing
3. Stompin' At The Savoy
4. Flying Home
5. Bei Mir Bist Du Schon

As originally recorded by Glen Miller
6. In The Mood
7. Pennsylvania 6-5000
8. A String of Pearls
9. Chattanooga Choo Choo
10. Tuxedo Junction
11. Little Brown Jug

As originally recorded by Artie Shaw
12. Begin the Beguine

As originally recorded by Count Basie
13. One O'Clock Jump

As originally recorded by Tommy Dorsey
14. Opus One

As originally recorded by Harry James
15. I'm Beginning To See The Light

As originally recorded by Duke Ellington
16. Satin Doll
17. Take the "A" Train
18. It Don't Mean A Thing (If It Ain't Got That Swing)
19. *Short Medley:* Let's Dance American Patrol, Perdido
20. *Long Medley:* Stompin' At The Savoy In The Mood, Take The "A" Train, Chattanooga Choo Choo Opus One

CD #10 The Complete Medley Party CD *(Double CD Set)*

DISC # 1

The Hora Medley (Instrumental) —
Brand new medley of the most requested Jewish songs.
1. To Life
2. Tzena, Tzena
3. Chos' N Kale Mazel Tov
4. David Melech Yisrael
5. Siman Tov
6. Ose Shalom Oseh
7. Shalom Alechim
8. Hava Nagilah

The Hora Medley (Vocal) —
Hora medley performed by Philly's top entertainer.
9. To Life
10. Tzena, Tzena
11. Siman Tov
12. Ose Shalom
13. Shalom Alechim
14. Hava Nagilah

The Polka Medley (Instrumental) —
You'll never use another Polka medley again!
15. Beer Barrel Polka
16. Pennsylvania Polka
17. Too Fat Polka
18. The Clarinet Polka

The Irish Medley (Instrumental) —
An extended medley perfect for that next Irish Jig request.
19. MacNamara's Band
20. The Irish Washerwoman
21. MacNamara's Band (Reprise)
22. Garry Owen
23. Clancy Lowered The Boom
24. It's A Great Day For The Irish

The Italian Medley (Vocal) —
You'll swear it's Louie Primo!
25. Ce La Luna
26. Funiculi, Funicula
27. Tarantella

The Greek Medley (Instrumental) —
Speed up version of "Never on Sunday"
28. Never on Sunday (speed up version)

The Hungarian Medley (Vocal) —
Traditional Czardas done by an authentic Hungarian orchestra.
29. Czardas

The Mexican Medley (Vocal) —
Authentic Mexican musicians and vocalist — you'll recognize the songs, but maybe not by title!
30. Quien Sera
31. Sielito Lindo
32. Ay Jalisco
33. La Bamba
34. Jarabe Tapatio

$35.00

The Multi Medley (Instrumental) —
30 second bits of each song with 4 bars of a clap beat in between for transition to the next style of music.
35. Tango (La Compasita)
36. Tarantella
37. Cha-Cha (Tea For Two)
38. Irish Jig (The Irish Washerwoman)
39. Two-Step (New York, New York)
40. Square Dance (Turkey In The Straw)
41. Polka (Beer Barrel Polka)
42. Belly Dance (Hootchie Kootchie Dance)
43. Mexican Hat Dance
44. Hora (Hava Nagilah)

DISC # 2

Limbo Soca Medley (Vocal) —
Over 20 minutes of authentic Soca music taken from the carnivals in Trinidad. Great for that next Limbo contest or for an excellent alternative for your Conga-Line music.
1. Dollar Wine
2. Jump and Wave
3. Ragga Ragga
4. One Step Two Step (Donkey Dance)
5. Soca Butterfly
6. Limbo Calypso

Salsa Medley (Vocal) —
An authentic Salsa orchestra prepared a "hot" medley for your crowds enjoyment.
7. Amor
8. Inolvidable
9. Quiereme Mucho

March Medley (Instrumental) —
Favorite traditional patriotic medley for stirring the audience's national spirit.
10. It's A Grand Old Flag
11. Yankee Doodle Dandy
12. The Caissons Go Rolling Along (Army Theme)
13. Anchors Aweigh (Navy Theme)
14. Marine's Hymn (Marine Theme)
15. The Wild Blue Yonder (Air Force Theme)
16. Semper Paradas (Coast Guard Theme)
17. Stars & Stripes Forever
18. It's A Grand Old Flag (Reprise)
19. God Bless America

Grandparent Medley (Instrumental) —
Great for the older generation to sing and dance to
20. Five Foot Two
21. Blue Skies
22. For Me and My Gal
23. Bye Bye Blackbird
24. Goody Goody

New Year's Eve Medley (Vocal) —
Starts off slow with "Auld Lang Syne" and then goes into the Party Train Medley without the MC's vocals.
25. Auld Lang Syne (Traditional slow)
26. If My Friends Could See Me Now
27. Happy Days Are Here Again
28. California Here I Come
29. When The Saints Go Marching In
30. Hey Look Me Over
31. Hail, Hail, The Gangs All Here
32. When The Saints Go. . . (Reprise)

Reggae Medley (Vocal) —
Authentic Reggae band produced an excellence medley of Reggae classics.
33. Red Red Wine
34. Buffalo Soldier
35. Jammin'

Christmas Medley (Instrumental) —
Swing-style Christmas medley — Great for listening or dancing.
36. Jingle Bells
37. Winter Wonderland
38. Santa Claus Is Comin' To Town
39. Here Comes Santa Claus
40. Rudolph The Red-Nosed Reindeer
41. Jingle Bell Rock
42. Let It Snow

Grand Entrance Medley (Instrumental)
High energy clap beat — Great for grand entrances or transitions — Keeps the party clapping!
43. High Energy Clap Beat

BOBBY MORGANSTEIN PRODUCTIONS

YOUR SOURCE FOR ALL YOUR PARTY NEEDS

CALL 215-947-6935 FOR A CATALOG

Dress-Up Your Party With Exclusive BMP Costumes

When you need some extra flair and glamour at your parties, you can count on Bobby Morganstein Productions to offer it to you. Introducing the BMP Party Costumes! Use these costumes to dress-up your guests, your dancers, or even yourself! These costumes are lightweight and easily fit over even the most glamorous clothes. Their color and style will be sure to bring fun and excitement to your next party.

Sequin bowtie, cumberbund, and vest: Ablaze with silver sequins, these pieces can be worn separately or together. Perfect for your staff costumes, especially dancers!

Tux tails with sequin lapels: A very classy look for female staff members.

Lyrca T-shirt, black dance pants: A great base outfit for all staff members, especially male dancers.

Multicolor sequin vest: A sharp, casual look for MC's, DJ's, dancers, and guests. Use in conjunction with lycra t-shirt and black dance pants.

Glow Note Rock & Roll vest, skirt w/ puffs, & crinoline: Great for dressing up dancers & guests in 50's style allure.

Multicolor 70's tie-dye vest w/ fringe, bell bottoms (set of 2): Bring back those groovy 70's vibes with classic costumes. Disco is back!

Rap pants: Hip-Hop, club, and techno style music match perfectly with these black and silver suspender pants.

Feather capes: It's glamorous, dah-ling! Great for imitating the Supremes, supermodels, or a New York kickline.

Neon Conga sleeve, skirt, pants: You'll be "Hot Hot Hot" in these festive outfits. Perfect for that ever-popular conga line!

Sequin jacket: Versatile jackets in assorted colors great for imitating rock groups, or snazzy for any occasion.

Leather jacket: Cool, black, oversized motorcycle jacket great for bringing back the 50's or motorcycle themes.

Motown jacket: Gold lame jacket with purple sequin lapels looks stylish and cool for transforming guests into the Four Tops, Temptations, and much more.

Satin jacket: Sleek black satin jacket, great for putting a patch on the back with your company name and logo! Pair with dance pants for a professional look.

Sequin top: Multi-colored oversized tops are great for dressing up female guests like rock stars!

Poncho: For the classic Mexican look, this woven poncho is ready for a FIESTA!

Rasta outfit baja & cap w/ dreadlocks: Yah mon! This hip, jammin' garb is great for reggae sets and island music.

Costumes For You, Your Staff or Your Guests – For Dressing Up Your Production					
1	Sequin Bowtie	$ 25	14	Feather Cape	$ 100
2	Sequin Cumberbund	$ 50	15	Conga Sleeve	$ 80
3	Sequin Vest	$ 100	16	Conga Skirt	$ 100
4	Tux Tails with Sequin Lapel	$ 200	17	Conga Pants	$ 100
5	Lycra T-Shirt	$ 40	18	Sequin Jacket	$ 100
6	Black Dance Pants	$ 40	19	Leather Jacket	$ 150
7	Multicolor Sequin Vest	$ 75	20	Motown Jacket	$ 150
8	Glow Note Rock N Roll Vest	$ 50	21	Satin Jacket	$ 50
9	Glow Note Rock N Roll Shirt with Puffs	$ 75	22	Sequin Cape	$ 100
10	Crinoline Shirt	$ 50	23	Sequin Top	$ 100
11	70's Tie Dye Vest with Fringe	$ 75	24	Poncho	$ 40
12	Tie Dye Bell Bottoms (set of 2)	$ 80	25	Rasta Outfit Baha & Cap w/dreadlocks	$ 60
13	Rap Pants	$ 75	26	**VIDEO COSTUME CATALOGUE**	**$ 15**

OTHER CD'S FROM BMP

CD1 The Complete Jewish Party CD
Horas & Traditional Jewish Party Songs

CD2 The Complete Latin Party CD
All Your Favorite Latin Dances

CD3 The Complete Novelty Party CD
Novelty Songs & Sound Effects

CD4 The Complete Traditional Party CD
Traditional Dances & Wedding Music

CD5 The Complete Specialty Party CD
All Your Favorite Specialty Dances

CD6 The Complete Grand Entrance Party CD
Grand Entrance Music for All Occasions

CD7 The Complete Classic Party CD
Hard to Find Classic Party Songs

CD8 The Complete Cocktail Party CD
72 Minutes of Mixed Cocktail Music

CD9 The Complete Miscellaneous Party CD
Wide Assortment of Misc. Party Songs

COMING SOON:

CD 12 The Complete Dinner Music Party CD

THE COMPLETE "HOW TO" VIDEOS

#1	**The Bar/Bat Mitzvah Basic Production Video**	**$ 125.00**
#2	**The Contest Video**	**$ 50.00**
#3	**The Bar/Bat Mitzvah Full Production Video**	**$ 125.00**
#4	**The Party Dancers Video**	**$ 50.00**
#5	**The Bar/Bat Mitzvah "Party Demo" Video**	**$ 50.00**
SPECIAL ORDER ALL 5 VIDEOS FOR	~~$ 300.00~~	**$ 250.00**

TO ORDER CDS

CD'S 1&2 $22.00 EA. **CD'S 3 thru 9 and CD 11 $28.00 EA.** **CD 10 $35.00 SET**

Buy Any 5 BMP CD's and Get One FREE

Buy All 11 BMP CD's for $222.00 plus shipping

DESIGNATE NUMBER & TITLE OF CD's SELECTED. ADD $4 - SHIPPING & HANDLING.
If ordering more than 5 CD's please add an additional $.50 per CD for Shipping & Handling. PA Residents add 6% sales tax. Philadelphia Residents add 7% sales tax.

Credit Card Orders Call (215) 947-6935

VISA MasterCard

FOR MAIL ORDERS MAKE CHECK PAYABLE TO:
BOBBY MORGANSTEIN PRODUCTIONS
3736 Wheatsheaf Road Huntingdon Valley, PA 19006

What's a wedding reception without a little gunplay?

Submitted by
"Rockin'" Rich Nordheim
Wilkes-Barre, PA

It was a nice summer afternoon as I loaded up my van and headed off to play what I expected to be an ordinary wedding reception. As I started bringing in my gear, I was greeted by a few guests who had already found the bar. Judging by the volume and tone of their speech, I'd even say a couple of them may have even beat the bartender there.

Like most veterans of this business, I have had to endure my share of pre and post show hecklers, but this group of a half dozen or so men and women was really spreading it on heavy. As they shouted out comments like "You better not play any of that girlie boy stuff" and "Hey, DJ, when you gonna play something good, like the Rodeo Song?" I just nodded politely and went about my business.

Fortunately, for me at least, as the other guests arrived the gang at the bar found fresh fodder for their obnoxious behavior. But, to my surprise, most of the new arrivalswere just as lewd and crude. I could see that this was going to be a party where the men were men, and the women ... well some of them could've passed as men too! We're talking rough crowd.

As time passed, either the crowd settled down a bit or I just sort of got used to their behavior. What originally I had seen as rough and obnoxious, was just this crowd's style. It seemed everything was going smoothly. And while the insults and personal attacks kept flying, nobody, myself included, was the least bit bothered or offended... until it came time for the Dollar Dance.

Here in northeastern Pennsylvania most receptions reflect the area's Polish traditions. For the Dollar Dance, everyone dances a few turns to a Polka with the bride. Then, they form a circle around her while the groom tries to break through.

Normally the crowd lets the groom get to the bride after a couple minutes. This gang, however, decided to deter him as long as possible. It turned out to be too long. As they kept yelling for me to keep playing the polkas, I could see the groom was getting steamed but nothing prepared me for what happened.

All of a sudden, the groom's over-protective sister came flying out of nowhere and sucker punched the best man. As he was trying to catch his breath, she was punching and slapping and kicking everyone in sight, plowing through the crowd like a Caterpillar diesel. This was obviously no ordinary woman.

The first punch was all it took to get this crowd going. Pandemonium broke out. Beer, chairs and tables were sailing through the air like a barroom brawl in a wild west movie. As the manager of the hall dialed 911, the groom pulled out a pistol and started firing into the ceiling. Bam, Bam, Bam! The guests, wait staff and, of course, the DJ, dove to the floor and crawled under the tables in search of a haven from this madman.

After he stopped firing, the room remained stone quiet for what seemed an eternity. Then a bunch of guests jumped out, wrested the pistol from his hand and normalcy was restored.

I crawled out from underneath the table and decided to call it a night while I still could. The police showed up before I left, and I watched the groom get taken away in a police car, leaving behind his hysterical bride. Some wedding night.

As for me, if I learned anything from that day it was the importance of getting paid in advance. A policy I had started just before that very job.

THE AMERICAN DISC JOCKEY ASSOCIATION

The National Association for Professional DJ'S & KJ'S

The ADJA is the only national association dedicated to the improvement of the professional disc jockey and karaoke industry through information, education, referral networking, group purchasing power and the provision of low cost quality insurance plans and consumer awareness programs.

In today's highly competitive business environment it is extremely important that you gain an edge to stay ahead of the competition. Your competition may already be utilizing the benefits of membership to begin the move to the next level.

The ADJA can provide you with the tools necessary to differentiate yourself and your company from the rest of the DJ's and KJ's in your area.

Call today for more information and an application form.

215-675-9567

DMA Top 50 Dance Chart

Courtesy of Dance Music Authority

	Artist	Title	Label	BPM
1.	Michael Jackson	You Are Not Alone	Epic	120
2.	Ruffneck	Everybody Be Somebody	MAW	123
3.	Madonna	Human Nature	Maverick	122
4.	Real McCoy	Come & Get Your Love (Remix)	Arista	126
5.	Dare 2 B Different	Come To My Window	ZYX	134
6.	Labelle	Turn It Out	MCA	128
7.	Outta Control	Tonight It's Party Time	Interhit	133
8.	Pet Shop Boys	Paninaro	EMI	125
9.	Individual	Billie Ray Martin	Radikal	129
10.	Annie Lennox	No More I Love You's	Arista	124
11.	Mone	We Can Make It	Strickly Rhythm	123
12.	Mariah Carey	Fantasy (Remixes)	Columbia	124
13.	N - Joi	Bad Things	Logic	124
14.	Towa Tei	Luv Connection	Elektra	124
15.	Nicki French	Did You Ever Really Love Me	Critique	137
16.	Corona	Try Me Out	EastWest	134
17.	Janet Jackson	Runaway	A & M	
18.	Whigfield	Another Day	Curb	
19.	Judy Cheeks	As Long As You're Good To Me	EMI / Brilliant	125
20.	Frankie Knuckles	Whadda U Want From Me	Virgin	120
21.	Michelle Wilson	Never Ending Source Of Love	Waaka	125
22.	Moby	Bring Back My Happiness	Elektra	130
23.	The Absolute	There Will Come A Day	Tribal America	124
24.	Mighty Dub Cats	Magic Carpet Ride	Smile	129
25.	East 17	Hold My Body Tight	ffrr	120
26.	Liz Torres	Set Urself Free	Radical	123
27.	Elli Mac	So In Love	Moonshine	128
28.	Smack Productions	Kiss Me	Waaka	130
29.	Soul II Soul	Love Enuff	Virgin	120
30.	Crystal Waters	Relax	Mercury	122
31.	Shiva	Freedom	ffrr	130
32.	Tatjana	Santa Maria	Critique	132
33.	Paula Abdul	Crazy Cool	Virgin	122
34.	Shannon	It's Good To Be Loved	ZYX	133
35.	Matador	Ritmo Nacional	Chico Y Nepa	
36.	Max-A-Million	Take Your Time	S.O.S.	122
37.	Jodeci	Freak In You	MCA	
38.	Banda Machos	Zappa Mambo	EastWest	
39.	Loveland	Don't Make Me Wait	PWL / UK	124
40.	D:ream	Shoot Me With Your Love	Elektra	125
41.	Diana Ross	Take Me Higher	Motown	122
42.	Jamie Principle	If This Is Love	Freetown	124
43.	La Bouche	Fallin' In Love	Logic	120 / 100
44.	Jinny	Keep Warm '95	Multiply / UK	134
45.	Size 9	I'm Ready	Ovum	130
46.	Fun 4 Me	SeFue'	Domino / Italy	134
47.	Stevie B.	If You Still Love Me	Thump	121
48.	Leftfield	Afro-Left	Columbia	
49.	Bucketheads	The Bomb!	Henry St / Big Beat	126
50.	Mijangos	Journey	Aqua Boogie	

CUED UP!

Send information to Cued Up, c/o Mobile Beat, P.O. Box 309, East Rochester, NY 14445-0309. Include name of event, date, location and phone number for information. Information should be received at least two months prior to event.

January 5-8, 1996
CES
Las Vegas, NV
202•457•8700

January 8-10
Ultimate DJ Deal
NCB Expo
Las Vegas, NV
601•236•5510

January 17-19
Billboard Dance Music Summit
Chicago, IL
212•764•7300

January 18-21
NAMM
Anaheim, CA
800•767•2500

April 4-6
DJ World
Waterloo, Ont. Canada
519•740•0603

April 7-10
Country Dance Music Seminar
Nashville, TN
615•256•5600

April 14
Pittsburgh DJ Show
Pittsburgh, PA
412•882•8997

Advertiser's Index

Abracadabra	23
Advanced Audio	56
American DJ Supply	3, BC
American DJ Association	103
Ashly Audio	18
Audio Climax	48
Audio Unlimited	47
Bag End	13
Bobby Morganstein	100,101
Cantek/Metatron	29
Celebrity	106
Clarion	81
Community	9
Connecticut DJ Supply	57
Colorado Sound N' Light	60,94
Dematteo	79
Denon	25
DJ Network	12
DJ Distributors	75
DJ World	91
Electronic Bargains	80,96
Entertainment Resources Group	47
Gem Sound	19
Gemini	FC, 27
Grundorf	33
Hi-Tec	105
Hot Hits	35
Hot Tracks	41
Island Cases	68
Karaoke Atlanta	87
Karaoke Nation	82
Karaoke Showpro	90
Karaoke Spigot	90
KLS	59
GLI	28
Mactec	88
MBT	34
Meteor	107
Modern Tracks	22
MTX	10, 11, 43
Nikkodo	85
Numark	49
Odyssey Cases	51
Pinto Novelty	29
Promix	62
Promo Only	31
Pro Sing	89
Pro Sound & Stage	69
QSC	65
Rhode Island Novelty	46
Rondo	23
Remix Warehouse	40
RPM	32
Sherman	21
Shure	17
Sound Choice	83
Sound Ideas	63
Spectrum Electronics	72
Stanton	15
Starr Karaoke	93
Sunfly	88
Univenture	56
Upstairs Records	61
Visual Effects	53
Western Starlight	18
X-Mix	42

Hi-TECH PRO PRODUCTS

NOW Bigger and Better Than EVER!!

Ask About Our CD DJ Compilations!

1-800-833-4938

Hi-Tech is Bulging with New Stuff! Lots more than ever before!

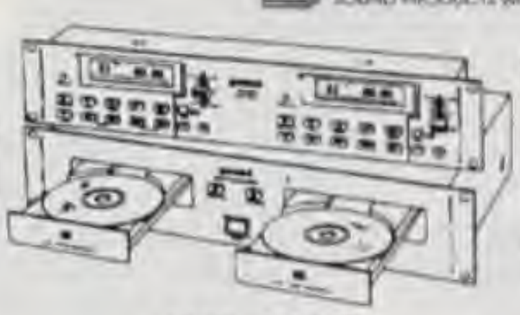
CD PLAYERS

DENON

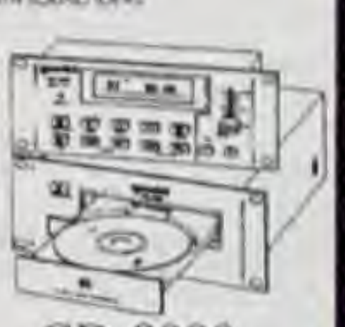
DENON DN-2000FMKII

DENON DN-2700F

gemini



CD-9000



CD-8000

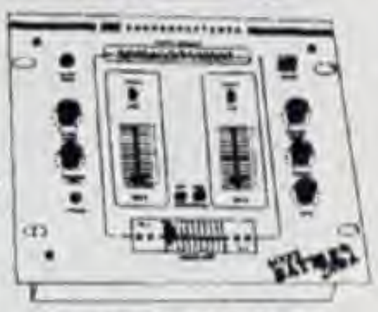
MIXERS

PERFECTION BY DESIGN RANE

FURMAN

WE'VE GOT ALL MODELS FROM THESE TOP BRAND NAMES STARTING AT OUR GUARANTEED LOW PRICE OF $66.69!

MTX



MTX MX-25

gemini

GEMINI PMX-12

MIXERS

POWER AMPS

crown 3/3 NO-FAULT WARRANTY

crown

CROWN BUILDS THE WORLDS BEST POWER AMPS THEN BACKS IT WITH A 3 YEAR NO-FAULT WARRANTY!

WIRELESS

Get The Best Price On Wireless Mics From Hi-TECH!

NADY

TELEX

SHURE

gemini

LIGHTS

Full Intelligent Light System

American DJ Mini Startech System.
Includes 4-MSP 150-II Heads,1-MSC-19 II Controller

Total: ***Only $2699.00***

Only ***$349.00***

American DJ Charisma
Projects Gobo patterns that rotate to the music, 8 dichroic color beams, replaceable Gobos, fancooled, internal mic! GREAT Effect for Mobile Jock!

Only ***$199.00***

American DJ Quatro 2
4- 50 watt Par 16 fixtures with 4 color Gobo chaser! Complete Unit!

POLICY

Hi-TECH PRO PRODUCTS, Inc.

1-800-833-4938

60-C Skiff Street , Suite 266, Hamden CT 06517

110% PRICE PROTECTION!

We will meet any price you get from another dealer *PLUS* take off another 10% of the difference. Why wait for a sale? We'll match their price for 30 days after you buy it from us.

Hi-TECH Has Just Grown! We now carry more DJ Stuff than ever!

NINJA CD+G!

The Nikkodo Ninja CD-G1 is the smallest CD+G multimedia player on the market, yet offers professional quality including direct search and video superimpose! Converts DJ to KJ, or ideal as an emergency back-up system.

Player with purchase of 20 CDGs...

Only $199.00

BONUS *FREE MICROPHONE WITH PURCHASE!*

- Sturdy 5-Wheel Base
- Heavy-Duty Castor Wheels
- 4 Mic/Drink Holders
- Accommodates up to 15" TV Monitor
- Easily breaks down to three pieces for portability & storage

KMS-100 KARAOKE MONITOR STAND

Speaker Mounting Brackets also available

Only $99

with purchase of any CDG package in this ad.

$149

sold separately

PD-V310G (CD+Graphics)

TWIN-TRAY PIONEER BLOWOUT!

Separate Trays for Fast Disc Changes

Pioneer Player with 20 CDGs...

Only $575.00

BONUS *FREE MICROPHONE WITH PURCHASE!*

JVC JXL-GM800TN

CD+G PLAYER

This popular 6+1-Disc consumer/commercial CD+G player offers these great pro features:

- 6-Disc Magazine (133 Songs On-Line)
- Digital Echo & 17-Step Key Controller
- Video Superimpose • Remote Controller
- 32-Track Memory Programming

Player including 20 Discs...

Only $699.00

BONUS *FREE MICROPHONE WITH PURCHASE!*

NEW DISC TITLES...

MegaHits
Karaoke Classics
NuTech
Sound Images
Lost Classics

Call for The Complete Karaoke Song Directory
Only $14.95

SINCE 1988

CELEBRITY

KARAOKE SING•ALONG SYSTEMS

800-992-9039

12850 Foothill Blvd. • Sylmar, CA 91342
Telephone 818-361-1180 • Fax 818-366-6194

VocoPro's New CDG-2000

FREE CDG PLAYER!

WITH THE PURCHASE OF DKKaraoke Discs 1 thru 91

- Headphone Jack w/Volume Control
- Full-Function Remote Control
- Lighted LED Display
- 20-Song Programmable Memory
- Rack-Mountable

BONUS *FREE MICROPHONE WITH PURCHASE!*

PARTY JOCKEY by clarion

NEW "SYNTH" KARAOKE FROM CLARION!

Using state-of-the-art MIDI soundboards and advanced song programming, this exciting new system completely eliminates the need for separate discs to get scratched, lost or stolen! All the music is stored on up to 16 digital chips inside the unit, each capable of holding up to 400 songs (6,400 songs total!). Nothing to handle but the machine itself—transported in a convenient carrying case.

- Instantaneous Song Access • Headphone Jack • On-Screen Song Menu
- Total unit weighs only 29 lbs. • User selects from 120 Color Background Photos
- 16-bit Reverb Processor plus Digital Pitch and Key Control functions
- Stores up to 16 Song Cartridges • Two Microphone Inputs • Game Selection
- Powerful self-contained Amp and Speakers, or can connect to external system

THE PARTY JOCKEY WORKS FOR YOU! As a rental system, The PARTY JOCKEY can easily pay for itself in less than a year! Take advantage of this opportunity to offer your 'club' customers 'karaoke at home.' Easy karaoke, and profit!

Complete System Price

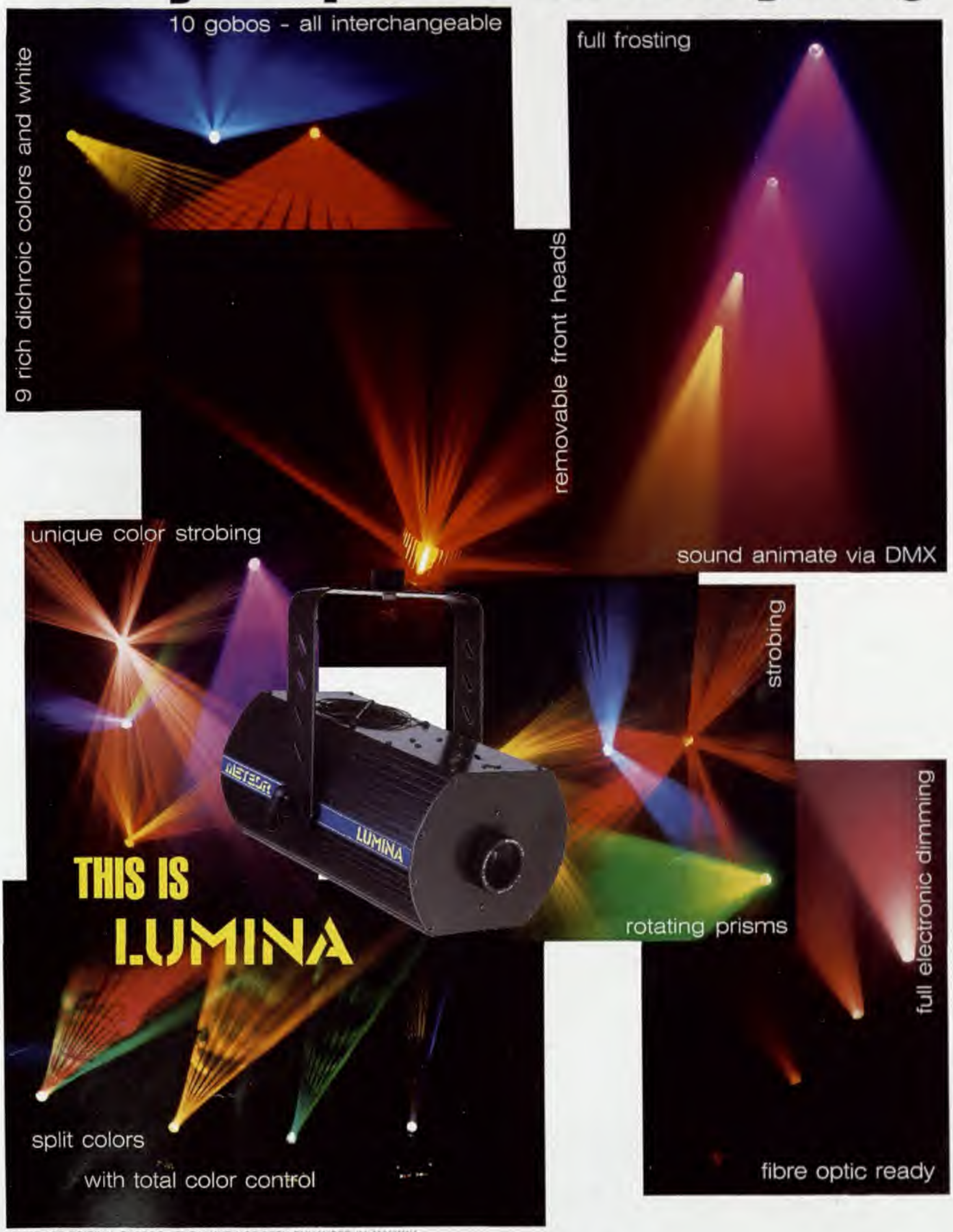
$2,426.00

Additional 160-Song Music Cartridge only $549 (Optional)

System Includes: *226-Song Starter Cartridge, Two Professional Mics, Carrying Case, Video Cable, 20 Songbooks, 500 Request Cards, 50 Pencils and Full-Function Remote Control.*

ALL MAJOR BRANDS IN STOCK • CALL ABOUT OUR CLEARANCE ITEMS; AMPS, PLAYERS & ACCESSORIES • PRICES EFFECTIVE THRU DECEMBER 31, 1995

Take your pick from everything



THIS IS LUMINA

THESE ARE ORIGINAL PHOTOS. THEY HAVE NOT BEEN ENHANCED IN ANY WAY

FROM SOUND TO LIGHT • MIDI TO DMX •

METEOR

8000 Madison Pike • Madison • AL 35758 • USA • +1 205 461-8000 • Fax +1 205 461-7708
Europe: Leofric House • Oxford Road • Ryton-on-Dunsmore • Coventry • CV8 3ED • UK
Tel +44 1203 301 301 • Fax +44 1203 301 148

DESIGNED & BUILT IN USA

LIGHTING THE FUTURE!

American DJ™

The Revolution Continues!

Quality, Affordable & Reliable Products! From A Company You Can Trust!

American DJ™ continues to bring you the finest quality products at prices you can afford. From a simple safety cable to sophisticated Intelligent lights, customer service and satisfaction is our #1 goal!

- •Mixers
- •Cables
- •Foggers
- •Par Cans
- •Pin Spots
- •Dimmers
- •Beacons
- •Speakers
- •Mirror Balls
- •Controllers
- •Rope Lights
- •Relay Packs
- •Neon Lights
- •Light Stands
- •Helicopters
- •Strobe Lights
- •Moon Flowers
- •Sound Lights
- •Safety Cables
- •Belt Lights
- •Accessories
- •Intelligent Systems

For Your Nearest Authorized Dealer, A FREE Collectors Pin, & A FREE Catalog! CALL TODAY!

800-322-6337

Products Available From Authorized American DJ Dealers.

Se Habla Español. Catálogo disponible en Español.

© 1994 American DJ Supply, Inc. Los Angeles, CA 90040